

Destination: West Africa

Resources for U.S.-Africa Private Sector Success



Funded by the U.S. Agency for International Development
through the West African Regional Program (WARP)







Destination: West Africa

Resources for U.S.-Africa Private Sector Success

BENIN
BURKINA FASO
CAMEROON
CAPE VERDE
CHAD
COTE D'IVOIRE
THE GAMBIA
GHANA
GUINEA
GUINEA-BISSAU
LIBERIA
MALI
MAURITANIA
NIGER
NIGERIA
SENEGAL
SIERRA LEONE
TOGO

Prepared by: Julie Wallace, WAIBL Program Manager,
and Robert D. Telchin, Research Analyst
Edited by: Timothy S. McCoy, Director, Communications and Public Affairs

The Corporate Council on Africa (CCA) © April 2002. All rights reserved.

Featured Countries



“ . . . [citizens of developing countries] need to be shown, by tangible examples making a difference to their own lives, that economics, properly applied, and profits, wisely invested, can bring social benefits within reach not only for the few but also for the many, and eventually for all . . . ”

Kofi Annan
Secretary-General
The United Nations

Foreword

The interests of businesses, governments, multilateral groupings, and non-governmental organizations are converging to stimulate the growth and development of Africa's private sector. In these challenging times, U.S. and African companies alike recognize the enduring economic benefits generated by international trade and commerce. Active engagement by the U.S. government and private sector is vital to Africa's economic growth and to the long-term business interests of U.S. companies.

For nearly a decade, the Corporate Council on Africa (CCA) has been at the forefront of strengthening America's commercial relations with the African continent. CCA believes the emerging entrepreneurial and managerial class in Africa must be supported to ensure significant economic development in Africa. CCA's West Africa International Business Linkages (WAIBL) program is working with West African entrepreneurs to help them turn their business ideas into reality.

Across 18 countries, WAIBL identifies U.S. and African business partners, locates financing options, directs interested parties to relevant government programs, and targets specific investment opportunities. In only two years, WAIBL has been the catalyst for 21 transactions between U.S. and African small and medium-sized enterprises (SMEs) valued at more than \$21 million. Every dollar invested in WAIBL has led to nearly \$50 in sales for American exporters.



Stephen Hayes

There are literally hundreds of different groups, ranging from banks to brokers to exporters to embassies to African women's cooperatives to government and multilateral agencies, that work to advance U.S. and West African business. For the U.S. or African company new to the international marketplace, locating the appropriate organization for business support services can be daunting. WAIBL acts as an intermediary directing these companies to the appropriate private sector and government contacts. WAIBL actively works to include other private sector organizations and U.S. government agencies in its outreach programs.

Through this guide we aim to highlight the achievements of the WAIBL program, as well as the successes of other U.S. government-funded initiatives, so that American and African companies come to know better the array of resources available to help them do business. Obstacles still exist, but the barriers are crumbling and real business is happening to the benefit of both Americans and Africans.

CCA acknowledges the support provided to this project by the U.S. Agency for International Development (USAID). It is our collective hope that the success stories and wide range of resources provided in this guide will encourage business partnerships.

Stephen Hayes
President
Corporate Council on Africa



Contacts and Contracts:

The West Africa International Business Linkages (WAIBL) Program

Since September 1998, WAIBL's mission has been to address the needs of established small and medium-sized African enterprises (SMEs) seeking partners in the U.S. market and American companies pursuing business in West Africa. WAIBL has successfully generated 21 trade transactions, as well as memorandums of understanding and technical assistance agreements between U.S. and West African companies.

Through the WAIBL program, CCA organizes U.S. - Africa Business Forums in West Africa. Since December 1999, forums have been held in Benin, Burkina Faso, Côte d'Ivoire, Ghana, Mali, Nigeria, and Senegal. In each country, CCA works with local business partners, business associations, ministries of commerce, and U.S. embassies to identify African companies for potential business transactions with U.S. companies. CCA maintains an on-going relationship with these local partners to follow-up on transactions identified at the forums.

Doing Business

The model for the U.S. - Africa Business Forums centers on doing business, not talking about business. A key component of this approach is to bring

together all of the parties needed to conduct a transaction: U.S. companies, African companies, and banks. Each forum includes significant time for one-on-one meetings between U.S. and African companies.

The forums also introduce African companies to the specialized services provided by U.S. government agencies and international organizations. Participants in WAIBL activities include representatives from the U.S. Export-Import Bank (Ex-Im Bank); Overseas Private Investment Corporation (OPIC); U.S. Trade and Development Agency (USTDA); U.S. Global Technology Network (USGTN); the Department of Agriculture; the Department of Commerce; U.S. embassies in Africa; African embassies in Washington; African government officials; and the International Finance Corporation.

The nearly 800 African business leaders that have participated in WAIBL programs demonstrate the dynamic entrepreneurial spirit emerging across West Africa. WAIBL serves as these companies' link to the United States market, providing the information and contacts needed to advance the commercial interests of African and U.S. businesses. ■

*WAIBL has
successfully
generated 21
trade transactions
valued at more
than \$21 million.*

WAIBL Results (as of April 2002)

Trade Transactions with Guarantees from the U.S. Export - Import Bank

Country	Sector	No. of Transactions	Total Value
Cameroon	Heavy Equipment	1	\$942,785
Mali	Construction and Heavy Equipment	1	\$2,716,474
Ghana	Construction and Heavy Equipment	10	\$9,850,737
Nigeria*	Computers	2	\$420,000
Senegal	Construction and Heavy Equipment	6	\$6,796,820
The Gambia	Water bottling equipment	1	\$504,000
Total		21	\$21,230,816

**The transactions in Nigeria did not involve Ex-Im Bank.*

Memorandums of Understanding (MOUs)

Benin	Housing Construction
Mali	Telecommunications
Niger	Housing Construction

Technical Assistance and Investment

Burkina Faso	Food Storage and Solar Energy
Ghana	Textiles
Senegal	Textiles* and Transportation*
Mali	Textiles*
Nigeria	Information Technology

** Negotiations in final stages*



Business Success Across West Africa



Making Inroads with Construction Equipment:

WAIBL paves the way for capital transfer to Mali

Mali has a “serious-minded investment climate with extremely high-caliber businesspeople.”

—Sando Johnson
Africa Sales Director,
Dom-Ex Inc.



Sando Johnson (right) at a WAIBL forum.

When U.S. Secretary of State Colin Powell visited Africa in May 2001, foreign policy observers in Washington were caught by surprise on two levels. First, Powell was giving the continent travel schedule precedence over Asia and Latin America, a challenge to the assumption that Africa was a low Bush administration priority. The second surprise was the first stop on Powell's four country itinerary: the Republic of Mali. Why Mali?

One person who wasn't surprised was Sando Johnson, Africa sales director for Dom-Ex Inc., a mining and construction equipment supplier based in Hibbing, Minnesota. Johnson knew that Mali is a leading mediator of some of West Africa's most sensitive political conflicts and a vital regional ally to the United States. As far as trade, Johnson adds that

Mali has a “serious-minded investment climate with extremely high-caliber businesspeople.” Recognizing the business potential in the country, Johnson attended WAIBL's May 2000 forum in Bamako.

Moctar Thera, one of Mali's most successful and respected businessmen, also participated in the forum. Aside from owning Enterprise Thera & Frères (ETF), a road construction company, Thera is the head of Binke Transport, the “Greyhound of Mali”, and president of Mali's National Road Transport Federation. ETF possessed the capacity and expertise to compete for large-scale construction contracts with foreign multinationals, but lacked adequate equipment and machinery. Dom-Ex saw tremendous opportunity.

In the months following the Bamako conference, Johnson and Dom-Ex owner Dave Ellefson made several trips to Mali to meet with ETF and perform a more detailed market assessment. With assistance from WAIBL, Dom-Ex and ETF began working in late 2000 and early 2001 with CCA member Allfirst Bank of Baltimore, Maryland on the financing component of the project. In May 2001, ETF secured a \$2.7 million loan from Allfirst with an Ex-Im Bank guarantee for the purchase of used bulldozers, loaders, road graders, and other construction equipment from Dom-Ex. The guarantee is the only Ex-Im Bank supported transaction in Mali to date.

ETF's new equipment, which arrived in early 2002, is enabling the company to match its foreign competitors in efforts to improve Mali's underdeveloped infrastructure. ETF is demonstrating to Mali's burgeoning private sector that doing business with American companies is possible.

Dom-Ex has attended all nine WAIBL forums in West Africa and has

completed WAIBL-related transactions in Ghana, Mali, and Senegal. ■

WAIBL BIZ LINKS

Dom Ex-Inc.
<http://www.dom-ex.com>

The U.S. Export-Import Bank
<http://www.exim.gov>

Allfirst Bank
<http://www.allfirst.com>

W A I B L E N T R E P R E N E U R P R O F I L E

Moriba Koné

Africa's reorientation to market-based practices is evident at the local level in Malian businessman Moriba Koné. As commercial activity in Mali emerged under the leadership of President Konaré, Koné, for the first time, began to realize the opportunities offered by involvement in private enterprise. CCA worked with Koné and his wife Oumou Traore to plan WAIBL's first U.S. - Africa Business Forum in Bamako in May 2000 and a follow-up meeting in May 2001.

A lawyer almost his entire adult life, in 2000 Koné launched his own company, Jago Yiriwa Consulting, a trade services company, and began aggressively pursuing business leads in Mali. Since the Malian private sector was not familiar with U.S. products or the financing opportunities available through U.S. banks, Koné invested a significant amount of time promoting and identifying the opportunities



available with U.S. companies among Malian businesses.

In May 2001, his efforts paid off as the U.S. Export-Import Bank approved its first transaction in Mali - a \$ 2.7 million loan to Enterprise Thera & Frères (ETF) to purchase used construction

equipment from Dom-Ex Inc. Koné assisted the different companies involved throughout the entire transaction cycle from partner identification to financing to transport. He even traveled to Abidjan, Côte d'Ivoire to oversee the arrival of equipment and monitor its overland shipment to Mali.

With the successful completion of the ETF transaction, Koné already has several other active projects in the pipeline and is poised to begin more. Like so many of his counterparts across Mali and West Africa, Koné's venture into the private sector has been a success all around. ■

Accessing New Markets:

Ex-Im Bank's \$100 Million Africa Pilot Program

Ex-Im Bank business in Africa rose from \$50 million in 1998 to nearly \$1 billion in 2000.



Maureen Scurry, Ex-Im Bank business development officer, speaks at WAIBL forum in Dakar

American exporters are benefiting from the \$100 million Africa Pilot Program of the U.S. Export-Import Bank (Ex-Im Bank) to pursue small-scale transactions across Africa, including eight countries where routine Ex-Im Bank financing was previously unavailable. Covering both public and/or private sector transactions, the Africa Pilot Program makes short-term export credit insurance (up to 360 days repayment) available, and assists African businesses in purchasing U.S.-made goods and services. U.S. exports typically include spare parts, raw materials, and agricultural commodities.

In the program's first transaction, Edelweiss Inc. of Westbury, New York, a small exporter of frozen meats and poultry, received approval for \$23,750 in short-term insurance for the sale of \$25,000 of poultry to ETS Balas, a distributor of foodstuffs and a fish exporter in Nouakchott, Mauritania.

Additional pilot program countries in West Africa include Burkina Faso, Cameroon, Chad, the Gambia, Guinea, Mali, and Togo.

As the official export credit agency of the United States, the guarantee and insurance programs of the U.S. Export-Import Bank support American exporters. Ex-Im Bank short-term guarantees have empowered more than 1,100 small-scale exporters to obtain attractive financing arrangements for their foreign customers. Ex-Im Bank has taken a leading role in emphasizing exports to developing countries, particularly in Africa. Ex-Im Bank business in Africa rose from \$50 million in 1998 to nearly \$1 billion in 2000.

WAIBL and the Ex-Im Bank co-organized a training seminar in Dakar, Senegal in May 2001 and the Ex-Im Bank participated in WAIBL's December 2000 forum in Lagos, Nigeria. ■

WAIBL BIZ LINKS

The U.S. Export-Import Bank
<http://www.exim.gov>

Sustainable Successes in West Africa's Housing Sector

Los Angeles company builds homes and hopes in Benin and Niger

Adequate and affordable housing is essential to a decent standard of living. The massive housing shortage that exists throughout the developing world is a major obstacle to efforts aimed at forging stable communities and economies. Because of this, the goal of home ownership is central to many economic plans in West Africa.

However, calls for foreign private sector involvement are largely going unanswered. A study commissioned in late 2000 by the Overseas Private Investment Corporation (OPIC), outlined the reasons for investor hesitancy. Major factors included inadequate legal and banking systems combined with currency fluctuations and high transaction costs.

California-based Sustainable Housing Development Inc. is demonstrating that small to medium-sized American companies can attain success in West Africa's housing sector. Founded in 1991, SHD forms joint ventures with non-governmental organizations (NGOs), public sector groups, and private companies. SHD is involved in

all phases of the housing construction process. SHD Chairman Saeed N. Samater states that in Africa, "SHD encourages governments to formulate specific public/private sector policies for the provision of affordable housing for its citizens." In 2001, with assistance from WAIBL, the company signed two memorandums of understanding (MOUs) for 5,000 and 20,000 housing units in Benin and Niger, respectively.

SHD met CCA representatives at a U.S. Department of Commerce Africa conference in Los Angeles in May 2001. CCA advised SHD of a Niger government housing plan already under development. CCA arranged a meeting for SHD with the Embassy of Niger in Washington, D.C. The Nigerien Embassy, in turn, put SHD in contact with Niger's national director for housing and the housing ministry. By July 2001, SHD and the Niger Ministry of Housing signed an

*In 2001,
SHD signed
memorandums
of understanding
for 25,000
housing units
in Benin
and Niger.*



Richard Waddington (right) of Hoffman International talks business in Benin.

agreement to jointly develop, promote, coordinate, and seek financing for a series of low and moderate income level housing units (2,000 a year for 10 years) throughout the country. The 20,000 unit plan is one of the most comprehensive housing strategies for all of West Africa.

Seeing the success of SHD's experience in Niger, WAIBL advised the company of investment conditions and possible housing sector opportunities in Benin. Again, CCA arranged a meeting for SHD with the Beninese Embassy in Washington, D.C. The Beninese Embassy identified a private sector (and English speaking) partner. By December 2001, the company had signed a MOU to develop a strategy for future construction of 5,000 low and middle income units in Cotonou, Benin's largest city.

According to Richard Sherman, SHD's president, the implementation of housing projects in West Africa has its challenges, but the barriers are far from insurmountable. As when doing business in other emerging markets, a knowledgeable and experienced local

partner is integral. American companies need to possess a basic cultural understanding of local communities. As an example, Sherman says, "you should understand that in Muslim countries, businesses hours change during Ramadan."

As Sherman puts it, there are crucial connections between housing and other elements of the continent's economy: "we need to make the case to international institutions involved in projects in Africa that housing is an excellent engine for economic development." SHD is well on its way to proving that housing projects in Africa can work and that access to affordable housing can have a positive impact on local communities. ■

WAIBL BIZ LINKS

OPIC and Housing

<http://www.opic.gov/Housing/>

The Republic of Benin

<http://planben.internet.bj>

Embassy of Niger in the U.S.

<http://www.nigerembassyusa.org>

A Bullish View of the Ghanaian Sock Market

W AIBL transactions are demonstrating that passage of the African Growth and Opportunity Act (AGOA) is spurring textile growth in both Africa and the United States. Approved by the U.S. Congress in May 2000, AGOA provides qualified African countries and products preferential access to the U.S. market.

At WAIBL's December 1999 U.S.-Africa Business Forum in Accra, Ghana, William Bradford of W. G. Bradford and Associates met the head of an Accra-based textile manufacturing plant. According to Bradford, the company had unused capacity and expertise, and was seeking to enter the American market.

Realizing the potential, Bradford introduced the company to a textile broker in Charlotte, North Carolina. After several trips to Ghana — and the passage of relevant AGOA legislation — the broker performed an extensive diagnostic study of the plant and suggested a cooperative sock finishing project.

Under the agreement, sock tubes will be knitted in the United States from United States-grown cotton by North Carolina-based Kentucky Derby Hosiery Co., Inc. The exporter will then package the socks and ship them to the plant in Accra, where the socks will be sewn, bleached, and packaged. The finished product will then be “re-exported” to the United States for marketing and distribution. The project, however, had one major

obstacle: like similar facilities in Sub-Saharan Africa, the plant needed a major overhaul of its equipment. In August 2001, Ex-Im Bank approved a medium-term guarantee valued at close to \$500,000 for the sale of new and used manufacturing equipment to the plant. Suppliers of the equipment included New Jersey-based Hoffman International, a major American equipment exporter to Sub-Saharan Africa and participant in WAIBL's business forums.

The first shipment of machinery arrived in Accra in late 2001 and a technical team from the U.S. assisted in the installation of the equipment in January 2002. The plant is set to create several hundred new jobs in Accra. ■



William Bradford (left) discusses business opportunities in West Africa.

WAIBL BIZ LINKS

Official Site of the Africa Growth and Opportunity Act
<http://www.agoa.gov>

The U.S. Export-Import Bank
<http://www.exim.gov>

Kentucky Derby Hosiery
<http://www.kdhosiery.com>

Hoffman Equipment
<http://www.hoffmanequip.com>

Harouna Dia

Harouna Dia demonstrates how one person's local approach can lead to trade and business development across the entire West African sub-region. As a businessman poised to always look for new opportunities, Dia is actively pursuing projects with American partners to increase the regional trade of fish, seasonal agricultural products, and other indigenous products in West Africa. Dia represents a generation of African entrepreneurs who have received training abroad and have returned home to provide jobs for local people.



In Burkina Faso, Dia saw that the country's fishing sector was almost non-existent. He took a small investment and began to export smoked fish from Senegal. Dia applied his development mindset to create a business plan that would generate employment for women in Senegal and Burkina

Faso. He organized and trained Senegalese women's group to smoke the fish. He then purchased the fish and resold it to market women in Burkina Faso.

Born in a small village in Senegal, Harouna received a scholarship to study civil engineering in France. In the early 1980s, he returned home to work on a USAID-funded irrigation and water management project. While traveling throughout the region, he quickly realized that while dams and other large-scale projects are certainly valuable, jobs and employment make differences in people's everyday lives. With this in mind, Dia began developing his own fish trading company.

To put the project in motion, Dia purchased equipment and inputs for the women, and brought in experts (primarily women) from Ghana and Côte d'Ivoire to train the Senegalese women on fish smoking techniques. According to Dia, the first few years were very difficult. Even after he made large capital investments in training and equipment, sales were limited. However, Dia's persistence and vision soon paid off. His business employs more than 150 women.

Much of Dia's inspiration came from a year-long training program at the University of Arkansas. While in Arkansas, Dia visited the farm of a colleague from the U.S. Army Corps of Engineers and realized the potential for farming and local agriculture production in West Africa. When Dia returned to West Africa, he applied what he learned in Arkansas to the two countries he knew best: Senegal and Burkina Faso.

As the market for fish in Burkina Faso expanded, Dia began importing frozen fish from Senegal. The demand was so great that Dia even helped other companies establish themselves in the fish trading business. Business has grown to such extent that he now imports fish from Mauritania, Namibia, and even Chile.

Dia has participated in WAIBL business forums in Benin, Burkina Faso, and the 2001 U.S.-Africa Business Summit in Philadelphia, Pennsylvania. ■

How Sweet It Is:

Ghanaian company converts local berries into sweetener

The Global Technology Network (GTN), funded by the U.S. Agency for International Development (USAID), has taken a leading role in matching the technological needs of companies in developing countries with technical solutions.

In April 2001, GTN worked with BioResources International (BRI) Ghana Ltd., a berry-processing company in Accra, to purchase a refurbished freeze drier worth \$13,215 from VirTis Company of Gardner, New York. BRI now uses the equipment to freeze dry depulped “miracle berries” into a low calorie sweetening agent called Miraculin. The “miracle berries” are only found on evergreen shrubs in Ghana’s forests. They are recognized in the pharmaceutical industry for their unique flavor-enhancing capabilities.

GTN helped develop the lead and provided a travel grant that allowed VirTis to install the equipment and train BRI technicians. It was also instrumental in securing funds to finance the deal.

Across the continent, African businessmen and women seeking to represent suppliers or to initiate long-term business relationship are submitting requests to local GTN representatives. GTN transmits the requests and ideas from the field and electronically matches them with

firms registered in its databases. Specific trade lead information is then forwarded to appropriate U.S. companies. As USAID missions and local public and private sector partners identify specific community needs, GTN is targeting the partners capable of providing the appropriate solutions and technologies.

Since 1992, GTN has helped generate more than \$300 million in technology transfer by increasing the supply of sector-specific products and services to developing economies. In Africa, GTN has an extensive network across the continent that works to promote business transactions and strategic alliances between U.S. and African companies.

GTN has on-the-ground trade representatives in 13 Sub-Saharan African countries, including Côte d’Ivoire, Ghana, and Senegal. GTN representatives attended the WAIBL forums in Côte d’Ivoire and Senegal. ■

The “miracle berries” are only found on evergreen shrubs in Ghana’s forests.



West African business linkages at work.

WAIBL BIZ LINKS

The Global Technology Network
<http://www.usgtn.net>

VirTis Company
<http://www.virtis.com>

Bridging Nigeria's Digital Divide

The resource center, which opened in early 2002, is a first for Nigeria.



hen Nigerian businessman Remi Olukoya, managing director of OK Computers Ltd., attended WAIBL's U.S.-Africa Business Forum in Lagos, Nigeria in December 2000, he was skeptical about witnessing any tangible results.

Right after the seminar, WAIBL arranged a meeting between Olukoya and representatives from Total Services Solutions (TSS), a Lanham, Maryland-based technological services firm. Only 14 months later, the two companies have teamed up to launch a hi-tech Community Resource Centre (CRC) in Abuja, Nigeria's capital city.



Remi Olukoya (left) of OK Computers Nigeria speaks with CNN at CCA's 2001 U.S.-Africa Business Summit in Philadelphia, Penn.

The resource center, which opened in early 2002, is a first for Nigeria. Employing 12 people, the center is providing hundreds of Nigerian men and women access to the Internet and other technology resources. Its state-of-the-art IT training center is supporting students and educators. Its video conferencing facility is enabling many Nigerians to take part in distance-learning programs for the first time.

Funding for the CRC was made available through the Education for Development and Democracy Initiative (EDDI), a U.S. government program aimed at improving the technological resources available for African education. TSS supplied the center with the computers and other related systems technologies. OK Computers installed the majority of the equipment and the American Embassy in Abuja is overseeing most of the facility's day-to-day operations.

For a country with a population of more than 100 million, Nigeria's 500,000 telephone line capacity does not allow for widespread Internet capabilities. A recent e-business readiness survey by *The Economist* placed Nigeria 59th out of 60 countries profiled, with only an estimated 50,000 users in the entire country. Since few Nigerians can afford their own computers, facilities like the CRC will be essential in increasing usage. Additional centers are in the planning stages around the country.

OK Computers' relationship with WAIBL and American business has not stopped here. In January 2001, WAIBL introduced OK Computers to Laptop Dogs, Inc., a supplier of refurbished laptop computers in Melbourne,

Florida. By April of 2001, OK Computers had purchased \$7,000 in used laptop computers and related equipment from the company. The partnership has been such a success that OK Computers and Laptop Dogs have signed seven additional contracts valued at more than \$400,000. With OK Computers poised to increase business in

different areas of Nigeria, its imports of American-sourced laptops will expand. ■

WAIBL BIZ LINKS

Total Service Solutions

<http://www.tssworld.com>

The Education for Development and Democracy Initiative

<http://www.eddionline.org>

WAIBL ENTREPRENEUR PROFILE

Ibrahima Guèye

Ibrahima Guèye exemplifies the drive and determination of a

growing segment of young African entrepreneurs who gain education and training outside Africa, but return to the continent to build local businesses. Guèye completed his high school degree in Dakar. He later moved to Paris to attend university. After a number of years in France, Guèye moved to New York City for a year and a half. In all, he spent more than 13 years abroad before moving his family back to Senegal in 1998.

With the savings and business development skills he gained abroad, Guèye returned to Dakar and began a transportation company. Under his first contract, he established a bus network for local schoolchildren. This eventually led to major airport shuttle contracts at Leopold Senghor International Airport in Dakar. Business opportunities soon began to expand beyond the transportation sector. In only four years, Guèye has founded a private security firm, a travel



agency, and a construction company

Guèye's latest commercial undertaking is the formation of U.S.-Trade Finance Corporation, one of Senegal's first locally-owned financial services companies. CCA met Guèye in May 2000 and

collaborated to organize WAIBL's first U.S.-Africa Business Forum in Senegal. Following the forum, Guèye identified Senegal's need to assist local business access financing and suppliers from the U.S., and established U.S.-Trade Finance Corporation. Working together with CCA member, Hartford, Connecticut-based First International Bank (FIB), a subsidiary of United Parcel Service (UPS), U.S.-Trade Finance Corporation has completed transactions totaling more than \$8.9 million with guarantees from the U.S. Export-Import Bank. ■

WAIBL BIZ LINKS

First International Bank

<http://www.firstinterbank.com>

OPIC Approves \$200 Million for Nigeria Power Project

Any small or medium-sized business venture in West Africa or elsewhere is contingent on the existence of basic infrastructure such as telecommunications, transportation, construction--and electricity.

The Overseas Private Investment Corporation (OPIC), a vital resource for American companies seeking to finance and insure projects across the African continent, announced in June 2001 its intention to allocate \$200 million in insurance to AES Sirocco Ltd. (AESS) for the construction of a new \$158 million power plant in southern Nigeria. AESS is a subsidiary AES Corporation of Arlington, Virginia.

The project, a 270-megawatt power plant on nine barges 35 miles east of Lagos, is located near the Egbin 1,320 megawatt power station, Nigeria's largest. It will utilize existing

infrastructure to help alleviate a severe local power shortage. In fact, the plant

is set to increase Nigeria's current power supply by 15 percent.

"This project will help Nigeria meet a critical demand for electrical power generation, and at the same time enable the Nigerian government to demonstrate to U.S. investors its commitment to provide investment opportunities," said OPIC President and CEO Peter S. Watson.

Founded in 1981, AES is the world's largest independent power company. The company's purpose is to supply safe, clean, reliable and reasonably priced electricity and other basic services globally. AES generates and distributes electricity and is also a retail marketer of heat, electricity, and telecom services. In July 2001, an AES subsidiary signed agreements to acquire a 56 percent interest in SONEL, Cameroon's integrated electricity utility. The purchase price is approximately \$70 million.

The mission of OPIC is to mobilize the participation of United States private capital and skills in the economic and social development of less developed countries. Such activity complements the development assistance objectives of the United States.



Robert Monyak (left) of First International Bank at WAIBL's U.S.-Africa Business Forum in Lagos.

New OPIC initiatives are emphasizing the importance of expanding small and medium-sized investments, and the agency's reserves currently stand at more than \$4 billion. OPIC representatives attended the WAIBL-organized U.S.-Africa Business Forum in Dakar, Senegal in May 2001. ■

WAIBL BIZ LINKS

The Overseas Private Investment Corporation

<http://www.opic.gov>

AES Corporation

<http://www.aesc.com>

Modern Africa Growth and Investment Company

<http://www.modernafrica.com>

OPIC-funded Modern Africa Growth and Investment Company a Major Catalyst for West African Private Sector Development

OPIC also supports privately owned, privately managed investment funds that make direct equity and equity-related investments in new, expanding, or privatizing companies throughout the African continent.

One such fund is the \$150 million Modern Africa Growth and Investment Company, managed by CCA member Modern Africa Fund Managers, L.L.C. Modern Africa invests in companies with strong growth prospects in Africa's deregulated economies. Investors in the fund include Citigroup, Société Générale, Archer Daniels Midland, Equitable UK, AIG-SunAmerica, and Microsoft.

Included in the fund's portfolio of investments in Ghana is CCA member Phyto-Riker Pharmaceuticals, one of the largest suppliers of essential and generic (non-proprietary) drugs in West Africa.

Short-Term Credit Programs help American Exporter in Ghana

“The general attitude toward trade has become more liberal. Traders are very competent and know their products. It is a competitive and lively market.”

— Samuel Fudzie
Manager
P S International



U.S. agribusiness exports to Sub-Saharan Africa totalled nearly \$700 million in 2001.

For small and medium-sized companies, the ability to obtain financing or credit terms is an important determining factor of new export sales. American commodity exporters are increasingly utilizing U.S. trade promotion initiatives from the U.S. Department of Agriculture (USDA) and the U.S. Export-Import Bank to expand efforts across West Africa.

One such company is P S International Ltd., based in Chapel Hill, North Carolina. P S International is a trading company specializing in grain, dairy products, bean, and sugar exports. Established in 1970, the company does business in 34 countries around the world. It sources commodities, arranges inland transportation and ocean freight, and assists in delivery. P S International currently does most of its business in the Western Hemisphere. But exports to Africa are increasing. The company attended the WAIBL workshop at the U.S.-Africa Business Summit in October 2001 and frequently follows up on WAIBL trade leads.

P S International has exported \$1.7 million of United States-origin rice to Ghana through the Commodity Credit Corporation (CCC) Supplier Credit Guarantee Program (SCGP) of USDA. SCGP provides short-term insurance to support American exporters of feed

grains, vegetable oil, rice, protein meal, and dairy products. P S International has also used Ex-Im Bank's short-term insurance program to support the sale of more than \$3 million in United States-origin rice to Ghana.

The West African agribusiness market has emerged as an increasingly important sector for U.S. exports. U.S. Agribusiness exports to Sub-Saharan Africa, nearly \$700 million in 2001, are increasing. Samuel Fudzie, the manager of P S International's Africa portfolio, shares this optimistic view. After participating in a USDA trade mission to Ghana in February 2000, he affirmed that “while one has to be realistic and recognize [West Africa] is an emerging market with many of the associated issues and problems, I am very bullish about prospects [there]. The general attitude toward trade has become more liberal. Traders are very competent and know their products. It is a competitive and lively market.” ■

WAIBL BIZ LINKS

P S International Ltd.

<http://www.psinternational.net>

The U.S. Department of Agriculture

<http://www.usda.gov>

The U.S. Export-Import Bank

<http://www.exim.gov>

Schaffer Uncovers Washington's "Best Kept Secret"

The *Wall Street Journal* has called the U.S. Trade and Development Agency (TDA) "the most lean and efficient agency there is." It is also one of Washington's best kept secrets.

TDA is an independent federal agency that assists in promoting investment opportunities overseas, including Sub-Saharan Africa. Working closely with the Department of Commerce, the U.S. Export-Import Bank, and the Overseas Private Investment Corporation, as well as CCA and other African-focused business groups, the agency works to boost American companies' chances of winning international tenders. To do this, TDA funds feasibility and desk studies, pre-investment evaluations, business conferences, training programs, and orientation visits (or reverse trade missions).

Since its establishment in 1981, TDA's annual funding has grown from \$5 million to \$51 million. The agency has supported approximately \$16 billion in exports—or nearly \$37 in exports for every dollar invested. TDA's Africa portfolio has been a major standout, with annual support as high as \$10 million. Africa region programs place emphasis on meeting economic and

infrastructure needs. The most common sectors of involvement in Africa are electric power, telecommunications, water management, and transportation.

A TDA feasibility study implemented by Baton Rouge, Louisiana-based CCA member Schaffer and Associates International LLC is leading to a significant expansion of the sugar industry in Mali - and new American investment. The sector consists of two small sugar factories, located in the Ségou Region, which together produce around 25,000 tons of white sugar per year. The balance of Mali's domestic sugar needs is met through the costly annual importation of up to 125,000 tons of sugar from ports in Dakar and Abidjan.

In 1999, with the assistance of TDA, Schaffer's feasibility study identified a project site at Markala for an integrated sugar project, designed to produce up to 150,000 tons of sugar per year. Schaffer completed the study and the government of Mali recently granted the

TDA's Africa portfolio has been a major standout, with annual support as high as \$10 million.



(From left to right) Michael Ranneberger, U.S. ambassador to Mali; Oumar Konipo, commercial assistant at the U.S. Embassy in Mali; and Moriba Koné, Jago Yiriwa Consulting in Mali.

company a formal mandate to develop the project. As part of its responsibilities, Schaffer is set to begin cane variety trials at Markala, and organize an investors conference to identify the most appropriate sources of equity and loan finance for the project. Once operational, the facility will generate gross savings of more than \$50 million each year.

Other examples of recently approved-TDA projects in West Africa include the following: a \$400,000 grant for a feasibility study of a proposed new landfill in Abidjan, Côte d'Ivoire; a \$425,000 grant to the Ministry of Transportation of Cameroon for a feasibility study on the country's deep-water port at Limbe; a \$300,000 grant to the Ghana Civil Aviation Authority

for a feasibility study on airports in Kumasi, Tamale, and Accra; and a \$150,000 grant to CCA member Guinea Aluminum Products Company (GAPCO) for a feasibility study of proposed hydroelectric power plants at Souapiti and Kaleta in Guinea.

TDA was a major supporter of CCA's U.S.-Africa Business Summit in Philadelphia. TDA representatives also attended WAIBL's May 2001 U.S.-Africa Business Forum in Dakar, Senegal. ■

WAIBL BIZ LINKS

The U.S. Trade and Development Agency
<http://www.tda.gov>

Schaffer and Associates International
<http://www.fcschaffer.com>

W A I B L E N T R E P R E N E U R P R O F I L E

Islamia Adjibi

Islamia Adjibi is a business-minded woman looking to make her mark on international trade and commerce in Benin. Like many of her peers, she studied in France and returned to Benin to find few opportunities in the local job market. Instead of finding employment that underutilized her skills, Adjibi decided to start her own business.

Equipped with a strong sense of the consumer demands in Benin and reliable contacts in France, Adjibi began importing French cosmetics and clothing to Benin. As an active member of the American-Beninese Business Council (ABBC), Adjibi met a representative of CCA at WAIBL's U.S. - Africa Business Forum held in Benin in September 2000.



In September 2001 Adjibi indicated her interest in importing American food products to Benin, and traveled to Philadelphia to attend CCA's 2001 U.S. - Africa Business Summit. In Philadelphia, WAIBL facilitated an introduction to P S International, a North Carolina-based exporter.

Following the summit, P S International sent Islamia sample products to test market in Benin. As of January 2002, Adjibi and P S International were negotiating her first purchase from the U.S.

Adjibi is well on her way towards achieving her short-term business goal of importing American food products to Benin. Now she is focusing on a longer-term goal of exporting African products to the United States and other international markets. ■

Bringing American Glamour to Nigeria

Beverly Hills Collection and BuyUSA.com

Some U.S. business leaders may be surprised to hear that West Africa is a major new destination for exporters of American beauty products. Not so for Rocky Hadzovic, president and CEO of New Jersey-based Beverly Hills Collection. His line of “Hollywood USA” high-quality body sprays, creams, baby products, deodorants, and shampoo has found buyers in South America, Latin America, and West Africa. “An American brand is really powerful”, says Hadzovic.

Some of Hadzovic’s best markets are in countries that most U.S. exporters ignore. For example, Hadzovic recently made a \$28,600 sale in Nigeria and has a commitment for a follow-on order of nearly \$60,000 a month.

As Hadzovic describes it, the only way for a small business to succeed in Nigeria —or anywhere else in the

world — is “to find the right guy.” How did Hadzovic do it? Online, with BuyUSA.com. A collaborative effort between IBM and the U.S. Commercial Service, BuyUSA matches U.S. suppliers with international buyers. BuyUSA registrants have access to the expertise of African-based Foreign Commercial Service officials who carefully screen international buyers. According to Hadzovic, the support of an on-the-ground expert, such as a U.S. Commercial Service trade specialist, is instrumental: “If they say (a potential partner) is okay, I can trust him.” ■



Amina Hassane Wangari,
president, West African Women’s
Business Network (WABNET).

*“An American
brand is really
powerful.”*

— **Rocky Hadzovic**
President and CEO
Beverly Hills
Collection

WAIBL BIZ LINKS

BuyUSA

<http://www.buyusa.com>

The U.S. Department of Commerce

<http://www.doc.gov>



Appendices

Featured Country Profiles	24
Corporate Council on Africa.....	33
African Government Contacts	
A. West African Embassies in the United States	34
B. West African Regional Organizations	36
C. West African Investment Promotion and Privatization Agencies.....	38
United States Governments Contacts	
D. U.S. Government Agencies.....	41
E. U.S. Embassies, Commercial Service, and USDA Offices in West Africa.....	43
F. USAID Offices in West Africa.....	47
G. U.S. Customs and Entry Information/African Growth and Opportunity Act (AGOA)	48
Partner Identification	
H. Identifying African Partners: Chambers of Commerce and Trade Associations in West Africa	49
I. Identifying American Partners: Trade Associations and Business Groups in the U.S.....	53
Business Support Services for African SMEs	
J. World Bank and International Finance Corporation (IFC) Offices in West Africa.....	55
K. United Nations Development Program (UNDP) Offices in West Africa.....	59
Business Support Services for American SMEs	
L. Business Support Services for American SMEs	61
Financing	
M. African-Focused Investment Funds	62
N. CCA Member Banks Financing Trade with Africa	64
Logistics and Market Research	
O. International Shipping, Transportation, and Logistical Resources	67
P. Business Information and Market Research Contacts.....	68

Featured Country Profiles

These statistics are based upon World Bank data (<http://www.worldbank.org>). For more detailed information, review *Africa 2002*, published by Business Books International in collaboration with the Corporate Council on Africa.

Benin

Political

Head of State	Mathieu Kérékou
National Capital	Porto Novo*
Official Language	French

Physical

Total area	112,620 sq. km (± Tennessee)
Arable land	13% of land area
Coastline	121 km

Population

Total	6.3 million
Av. yearly growth	2.7%
Urban population	42.3%
Illiteracy rate, adult male	43.1%
Illiteracy rate, adult female	75.3%

Economy

Currency	West African CFA Franc (CFAF) (US\$1=752.76)
GDP (real)	\$2.3 billion
GDP growth rate	5.0%
GNP per capita	\$380
Inflation, GDP deflator	5.1%
Exports (% of GDP)	15.6%
Imports (% of GDP)	28.2%

Infrastructure

Railroads	580 km
Paved roads	32%
Motor vehicles	34,000
Air passenger/km	215 million
Telephones/1,000	5
International airport	Cotonou
Main harbor	Cotonou

*Cotonou is the commercial capital

Burkina Faso

Political

Head of State	Blaise Compaoré
National Capital	Ouagadougou
Official Language	French

Physical

Total area	274,122 sq. km (± Colorado)
Arable land	13% of land area

Population

Total	11.3 million
Av. yearly growth	2.5%
Urban population	18.5%
Illiteracy rate, adult male	66.1%
Illiteracy rate, adult female	85.9%

Economy

Currency	West African CFA Franc (CFAF) (US\$1=752.76)
GDP (real)	\$2.4 billion
GDP growth rate	5.7%
GNP per capita	\$240
Inflation GDP Deflator	2.0%
Exports (% of GDP)	11.3%
Imports (% of GDP)	29.4%

Infrastructure

Railroads	620 km
Paved roads	16%
Motor vehicles	56,000
Air passenger/km	247 million
Telephones/1,000	3
International airport	Ouagadougou
Main harbor	Ports in Côte d'Ivoire & Ghana

Cameroon

Political

Head of State	Paul Biya
National Capital	Yaoundé
Official Languages	English & French

Physical

Total area	183,560 sq. km (± California)
Arable land	15% of land area
Coastline	400 km/248 miles

Population

Total	14.7 million
Av. yearly growth	2.79%
Urban population	48%
Illiteracy rate, adult male	18.8%
Illiteracy rate, adult female	31.4%

Economy

Currency	Central African CFA Franc (CFAF) (US\$1=752.76)
GDP (real)	\$9.23 billion
GDP growth rate	4.4%
GNP per capita	\$610
Inflation, GDP deflator	2.5%
Exports (% of GDP)	24.4%
Imports (% of GDP)	24.9%

Infrastructure

Railroads	820 km
Paved roads	13%
Motor vehicles	169,000
Air passenger/km	436 million
Telephones/1,000	5 (1994)
International airports	Yaoundé, Douala
Main harbor	Douala

Cape Verde

Political

Head of State	Antonio Mascarenhas Monteiro
National Capital	Praia
Official Language	Portuguese

Physical

Total area	4,030 sq. km (± Rhode Island)
Arable land	10% of land area
Coastline	965 km

Population

Total	441,000
Av. yearly growth	3.0%
Urban population	62.2%
Illiteracy rate, adult male	15.2%
Illiteracy rate, adult female	33.8%

Economy

Currency	Cape Verde Escudo (US\$1=120.64)
GDP (real)	\$555.8 million
GDP growth rate	5.0%
GNP per capita	\$1,330.0
Inflation, GDP deflator	2.9%
Exports (% of GDP)	21.3%
Imports (% of GDP)	50.3%

Infrastructure

Motor vehicles	15,000
Air passenger/km	227 million
Telephones/1,000	47
International airport	Sal Island
Main harbor	Mindelo

Chad

Political

Head of State	Idriss Déby
National Capital	N'Djamena
Official Languages	French & Arabic

Physical

Total area	1,284,000 sq. km. (3 x California)
Arable land	3% of land area

Population

Total	7.7 million
Av. yearly growth	2.7%
Urban population	23.8%
Illiteracy rate, adult male	48.4%
Illiteracy rate, adult female	66.0%

Economy

Currency	Central African CFA Franc (CFAF) (US\$1=752.76)
GDP (real)	\$1.4 billion
GDP growth rate	0.6%
GNP per capita	\$200.00
Inflation, GDP Deflator	3.5%
Exports (% of GDP)	N/A
Imports (% of GDP)	N/A

Infrastructure

Railroads	0 km
Paved roads	1%
Motor Vehicles	16,000
Air passenger/km	222 million
Telephones/1,000	1
International airport	N'Djamena

Côte d'Ivoire

Political

Head of State	Laurent Gbagbo
National Capital	Yamoussoukro*
Official Language	French

Physical

Total area	322,460 sq. km. (± New Mexico)
Arable land	8% of land area
Coastline	515 km

Population

Total	15.5 million
Av. yearly growth	2.6%
Urban population	45.8%
Illiteracy rate, adult male	46.2%
Illiteracy rate, adult female	62.8%

Economy

Currency	West African CFA Franc (CFAF) (US\$1=752.76)
GDP (real)	\$11.2 billion
GDP growth rate	2.8%
GNP per capita	\$670
Inflation, GDP Deflator	6.0%
Exports (% of GDP)	44.3 %
Imports (% of GDP)	37.5%

Infrastructure

Railroads	660 km
Paved roads	8%
Motor Vehicles	246,000
Air passenger/km	282 million
Telephones/1,000	8
International airport	Abidjan
Main Harbor	Abidjan

**Abidjan is the commercial capital*

The Gambia

Political

Head of State	Yaya A.J.J. Jammeh
National Capital	Banjul
Official Language	English

Physical

Total area	11,295 sq. km. (2 x Delaware)
Arable land	18% of land area
Coastline	80 km

Population

Total	1.3 million
Av. yearly growth	2.8%
Urban population	31.8%
Illiteracy rate, adult male	56.9%
Illiteracy rate, adult female	71.5%

Economy

Currency	Dalasi (D) (US\$1=15.77)
GDP (real)	\$393.1 million
GDP growth rate	6.4%
GNP per capita	\$330
Inflation, GDP deflator	3.0%
Exports (% of GDP)	50.5%
Imports (% of GDP)	66.6%

Infrastructure

Railroads	0 km
Paved roads	35%
Motor Vehicles	10,000
Air passenger/km	50 million
Telephones/1,000	17
International airport	Banjul
Main Harbor	Banjul

Ghana

Political

Head of State	John Agyekum Kufuor
National Capital	Accra
Official Language	English

Physical

Total area	238,305 sq. km. (± Oregon)
Arable land	20% of land area
Coastline	539 km

Population

Total	18.8 million
Av. yearly growth	2.3%
Urban population	37.9%
Illiteracy rate, adult male	20.6%
Illiteracy rate, adult female	38.5%

Economy

Currency	Cedi (US\$1=7,275)
GDP (real)	\$7.8 billion
GDP growth rate	4.4%
GNP per capita ²	\$400
Inflation, GDP deflator	27.7%
Exports (% of GDP)	33.2%
Imports (% of GDP)	49.2%

Infrastructure

Railroads	1,000 km
Paved roads	25%
Motor Vehicles	135,000
Air passenger/km	478 million
Telephones/1,000	3
International airport	Accra
Main Harbor	Accra-Tema

Guinea

Political

Head of State	Lansana Conté
National Capital	Conakry
Official Language	French

Physical

Total area	245,857 sq. km. (± Oregon)
Arable land	3% of land area
Coastline	320 km

Population

Total	7.3 million
Av. yearly growth	2.3%
Urban population	32.1%
Illiteracy rate, adult male	N/A
Illiteracy rate, adult female	N/A

Economy

Currency	Guinea Franc (GNF)(US\$1=1,940)
GDP (real)	\$3.4 billion
GDP growth rate	3.9%
GNP capita ²	\$490
Inflation, GDP deflator	3.5%
Exports (% of GDP)	21.4%
Imports (% of GDP)	26.1%

Infrastructure

Railroads	1,040 km
Paved roads	16%
Motor Vehicles	46,000
Air passenger/km	33 million
Telephones/1,000	1
International airport	Conakry
Main Harbor	Conakry

Guinea-Bissau

Political

Head of State	Kumba Lalá
National Capital	Bissau
Official Language	Portuguese

Physical

Total area	36,120 sq. km. (3 x Connecticut)
Arable land	11% of land area
Coastline	350 km

Population

Total	1.23 million
Av. yearly growth	2.0%
Urban population	23.3%
Illiteracy rate, adult male	41.7%
Illiteracy rate, adult female	81.7%

Economy

Currency	West African CFA Franc (CFAF) (US\$1=752.76)
GDP (real)	\$218.3 million
GDP growth rate	7.8%
GNP per capita	\$170
Inflation, GDP deflator	25.6%
Exports (% of GDP)	25.6%
Imports (% of GDP)	44.0%

Infrastructure

Paved roads	10%
Motor Vehicles	6,000
Air passenger/km	30 million
Telephones/1,000	8
International airport	Bissau
Main Harbor	Bissau

Liberia

Political

Head of State	Charles Ghankay Taylor
National Capital	Monrovia
Official Language	English

Physical

Total area	111,370 sq. km. (± Tennessee)
Arable land	4% of land area
Coastline	579 km

Population

Total	3.1 million
Av. yearly growth	2.8%
Urban population	44.9%
Illiteracy rate, adult male	29.9%
Illiteracy rate, adult female	62.3%

Economy

Currency	Liberian Dollar (LS)(US\$1=1.0)
GDP (real)	\$357 million
GDP growth rate	N/A
GNP per capita ²	\$1,000
Inflation, GDP deflator	N/A
Exports (% of GDP)	N/A
Imports (% of GDP)	N/A

Infrastructure

Railroads	490km
Paved roads	6%
Motor Vehicles	33,000
Air passenger/km	7 million
Telephones/1,000	2
International airport	Monrovia
Main Harbor	Monrovia

Mali

Political

Head of State	Alpha Oumar Konaré
National Capital	Bamako
Official Language	French

Physical

Total area	1.24 million sq. km. (2 x Texas)
Arable land	2% of land area
Coastline	Landlocked

Population

Total	10.6 million
Av. yearly growth	2.4%
Urban population	29.4%
Illiteracy rate, adult male	52.7%
Illiteracy rate, adult female	67.3%

Economy

Currency	West African CFA Franc (CFAF) (US\$1=752.76)
GDP (real)	\$2.6 billion
GDP growth rate	6.1%
GNP per capita	\$240
Inflation, GDP deflator	5.0%
Exports (% of GDP)	24.9%
Imports (% of GDP)	36.0%

Infrastructure

Railroads	640km
Paved roads	11%
Motor Vehicles	30,000
Air passenger/km	215 million
Telephones/1,000	2
International airport	Bamako
Main Harbor	Uses Dakar in Senegal

Mauritania

Political

Head of State	Maaouiya Ould Sid' Achmed Taya
National Capital	Nouakchott
Official Language	Hasaniya Arabic

Physical

Total area	1,030,700 sq. km. (3 x Arizona)
Arable land	Less than 1%
Coastline	754 km

Population

Total	2.6 million
Av. yearly growth	2.7%
Urban population	56.4%
Illiteracy rate, adult male	47.8%
Illiteracy rate, adult female	68.6%

Economy

Currency	Ouguiya (UM) (US\$1=253.27)
GDP (real)	\$957.9 million
GDP growth rate	4.1%
GNP per capita ²	\$390
Inflation, GDP deflator	4.7%
Exports (% of GDP)	38.6%
Imports (% of GDP)	49.2%

Infrastructure

Railroads	700 km
Paved roads	22%
Motor Vehicles	13,700
Air passenger/km	289 million
Telephones/1,000	4
International airport	Nouakchott
Main Harbor	Nouadhibou

Niger

Political

Head of State	Mamadou Tandja
National Capital	Niamey
Official Language	French

Physical

Total area	(2 x Texas)
Arable land	3% of land area
Coastline	Landlocked

Population

Total	10.5 million
Av. yearly growth	3.4%
Urban population	20.1%
Illiteracy rate, adult male	77.0%
Illiteracy rate, adult female	92.1%

Economy

Currency	West African CFA Franc (CFAF) (US\$1=752.76)
GDP (real)	\$2.0 billion
GDP growth rate	-0.6%
GNP per capita	\$190
Inflation, GDP deflator	4.8%
Exports (% of GDP)	16%
Imports (% of GDP)	22.4%

Infrastructure

Railroads	0 km
Paved roads	8%
Motor Vehicles	34,000
Air passenger/km	215 million
Telephones/1,000	3 (1994)
International airport	Niamey
Main Harbor	Landlocked

Nigeria

Political

Head of State	Olusegun Obasanjo
National Capital	Abuja*
Official Language	English

Physical

Total area	923,768 sq. km. (2 x California)
Arable land	36% of land area
Coastline	853 km

Population

Total	123.9 million
Av. yearly growth	2.5%
Urban population	43.1%
Illiteracy rate, adult male	28.7%
Illiteracy rate, adult female	45.8%

Economy

Currency	Naira (N) (US\$1=111.80)
GDP (real)	\$35.0 billion
GDP growth rate	1.0%
GNP per capita	\$250
Inflation, GDP deflator	15%
Exports (% of GDP)	36.5%
Imports (% of GDP)	42.3%

Infrastructure

Railroads	3,560 km
Paved roads	28%
Motor Vehicles	250,000
Air passenger/km	1 billion
Telephones/1,000	3
International airports	Lagos, Abuja, and Port Harcourt
Main Harbor	Lagos, Port Harcourt

*Lagos is the commercial capital

Senegal

Political

Head of State	Abdoulaye Wade
National Capital	Dakar
Official Languages	French

Physical

Total area	196,190 sq. km. (± South Dakota)
Arable land	12% of land area
Coastline	531 km

Population

Total	9.3 million
Av. yearly growth	2.7%
Urban population	46.7%
Illiteracy rate, adult male	53.6%
Illiteracy rate, adult female	73.3%

Economy

Currency	West African CFA Franc (CFAF) (US\$1=752.76)
GDP (real)	\$4.8 billion
GDP growth rate	5.1%
GNP per capita	\$500
Inflation, GDP deflator	1.8%
Exports (% of GDP)	32.7%
Imports (% of GDP)	39.1%

Infrastructure

Railroads	1,225 km
Paved roads	29%
Motor Vehicles	90,000
Air passenger/km	224 billion
Telephones/1,000	9
International airport	Dakar
Main Harbor	Dakar

Sierra Leone

Political

Head of State	Ahmad Tejan Kabbah
National Capital	Freetown
Official Languages	English

Physical

Total area	71,740 sq. km. (± South Carolina)
Arable land	7% of land area
Coastline	402 km

Population

Total	4.9 million
Av. yearly growth	1.9%
Urban population	35.9%
Illiteracy rate, adult male	N/A
Illiteracy rate, adult female	N/A

Economy

Currency	Leone (Le) (US\$1=1,830.80)
GDP (real)	\$669.4 million
GDP growth rate	-8.1%
GNP per capita	\$130
Inflation, GDP deflator	37.4%
Exports (% of GDP)	13.9%
Imports (% of GDP)	20.2%

Infrastructure

Railroads	85 km
Paved roads	11%
Motor Vehicles	48,000
Air passenger/km	66 million
Telephones/1,000	3
International airport	Freetown
Main Harbor	Freetown

Togo

Political

Head of State	Gnassingbé Eyadema
National Capital	Lomé
Official Language	French

Physical

Total area	56,790 sq. km. (± West Virginia)
Arable land	38% of land area
Coastline	56 km

Population

Total	4.6 million
Av. yearly growth	2.4%
Urban population	32.8%
Illiteracy rate, adult male	26.4%
Illiteracy rate, adult female	60.4%

Economy

Currency	West African CFA Franc (CFAF)(US\$1=752.76)
GDP (real)	\$1.48 billion
GDP growth rate	2.1%
GNP per capita	\$310
Inflation, GDP deflator	7.2%
Exports (% of GDP)	30.3%
Imports (% of GDP)	40.1%

Infrastructure

Railroads	525 km
Paved roads	32%
Motor Vehicles	41,000
Air passenger/km	215 million
Telephones/1,000	5
International airport	Lomé
Main Harbor	Lomé

Corporate Council on Africa

1100 17th Street, NW
Suite 1100
Washington, DC 20036
Tel: (202) 835-1115
Fax: (202) 835-1117
E-mail: cca@africacncl.org
Web Site: www.africacncl.org

James A. Harmon
Chairman

Stephen Hayes
President

Gloria Cabe
Vice President

Richard Larios
Director, Development

Timothy S. McCoy
Director, Communications and Public Affairs

Hector Wuor
Chief Financial Officer

Julie Wallace
Program Manager, West Africa International
Business Linkages

Robert Telchin
Research Analyst

Esther Dassanou
Program Coordinator, West Africa and
South Africa International Business Linkages

Maurice Tempelsman
Chairman Emeritus

Appendix A

West African Embassies in the United States

Benin

Embassy of the Republic of Benin
2124 Kalorama Rd., NW
Washington, DC 20008
Tel: (202) 232-6656
Fax: (202) 265-1996

Burkina Faso

Embassy of Burkina Faso
2340 Massachusetts Ave., NW
Washington, DC 20008
Tel: (202) 332-5577
Fax: (202) 667-1882
Web Site: <http://www.burkinaembassy-usa.org>

Cameroon

Embassy of the Republic of Cameroon
2349 Massachusetts Ave., NW
Washington, DC 20008
Tel: (202) 265-8790
Fax: (202) 387-3826

Cape Verde

Embassy of the Republic of Cape Verde
3415 Massachusetts Ave., NW
Washington, DC 20007
Tel: (202) 965-6820
Fax: (202) 965-1207

Chad

Embassy of the Republic of Chad
2002 R Street, NW
Washington, DC 20009
Tel: (202) 462-4009
Fax: (202) 265-1937
Web Site: <http://www.chadembassy.org>

Côte d'Ivoire

Embassy of the Republic of Côte d'Ivoire
3421 Massachusetts Ave., NW
Washington, DC 20007
Tel: (202) 797-0300
Fax: (202) 462-9444

The Gambia

Embassy of the Republic of Gambia
1155 15th Street NW, Suite 1000
Washington, DC 20005
Tel: (202) 785-1399
Fax: (202) 785-1430
Web Site: <http://www.gambia.com>

Ghana

Embassy of the Republic of Ghana
3512 International Drive, NW
Washington, DC 20008
Tel: (202) 686-4520
Fax: (202) 686-4527

Guinea

Embassy of the Republic of Guinea
2112 Leroy Place, NW
Washington, DC 20008
Tel: (202) 483-9420
Fax: (202) 483-8688

Guinea Bissau

Embassy of the Republic of Guinea Bissau
15929 Yukon Lane
Rockville, MD 20855
Tel: (301) 947-3958
Fax: (301) 947-3958

Appendix A

Liberia

Embassy of the Republic of Liberia

5201 16th Street, NW
Washington, DC 20011
Tel: (202) 723-0437
Fax: (202) 723-0436
Web Site: <http://www.liberia.org>

Mali

Embassy of the Republic of Mali

2130 R Street, NW
Washington, DC 20008
Tel: (202) 332-2249
Fax: (202) 332-6603
Web Site: <http://www.maliembassy-usa.org>

Mauritania

Embassy of the Islamic Republic of Mauritania

2129 Leroy Place, NW
Washington, DC 20008
Tel: (202) 232-5700
Fax: (202) 319-2623

Niger

Embassy of the Republic of Niger

2204 R Street, NW
Washington, DC 20008
Tel: (202) 483-4224
Fax: (202) 483-9052
Web Site: <http://www.nigerembassyusa.org>

Nigeria

Embassy of the Federal Republic of Nigeria

1333 16th Street, NW
Washington, DC 20036
Tel: (202) 986-8400
Fax: (202) 462-7124
Web Site: <http://www.nigeriaembassy.org>

Senegal

Embassy of the Republic of Senegal

2112 Wyoming Ave., NW
Washington, DC 20008
Tel: (202) 234-0540
Fax: (202) 332-6315

Sierra Leone

Embassy of the Republic of Sierra Leone

1701 19th Street, NW
Washington, DC 20009
Tel: (202) 939-9261
Fax: (202) 483-1793

Togo

Embassy of the Republic of Togo

1515 Massachusetts Ave., NW
Washington, DC 20005
Tel: (202) 862-1850
Fax: (202) 862-1858

Appendix B

*West African Regional Organizations**

African Development Bank (AfDB)

Rue Joseph Anoma
01 P.O. Box 1387
Abidjan 01
Côte d'Ivoire
Tel: (225) 20.20.44.44
Fax: (225) 20.20.49.59
E-mail: afdb@afdb.org
Web Site: <http://www.afdb.org>

African Export-Import Bank (Afreximbank)

World Trade Center Building
P.O. Box 404 Gezira
Cairo 11568
Egypt
Tel: (202) 578.0281-6
Fax: (202) 578.0276-9
E-mail: info@afreximbank.com
Web Site: <http://www.afreximbank.com>

Bank of Central African States (BEAC)

Avenue Monseigneur Vogt
P.O. Box 1917
Yaoundé
Cameroon
Tel: (237) 223.40.30 / 223.40.60
Fax: (237) 223.33.29

Central Bank of West African States (BCEAO)

Avenue Abdoulaye Fadiga
P.O. Box 3108
Dakar
Senegal
Tel: (221) 839.05.00
Fax: (221) 823.93.35
Web Site: <http://www.bceao.int>

Economic Community of Central African States (CEMAC)

P.O. Box 2112
Libreville
Gabon
Tel: (241) 73.35.47 / 73.34.48

Economic Community Of West African States (ECOWAS)

ECOWAS Executive Secretariat
60, Yakubu Gowon Crescent
Asokoro District P.M.B. 401
Abuja
Nigeria
Tel: (234 9) 314.7647-9
Fax: (234 9) 314.3005 / 314.7646
E-mail: info@ecowasmail.net
Web Site: <http://www.ecowas.int>

ECOWAS Fund

128, Boulevard du 13 janvier
P.O. Box 2704
Lomé
Togo
Tel: (228) 21.68.64
Fax: (228) 21.86.84
E-mail: info-fund@ecowasmail.net
Web Site: <http://www.ecowas-fund.org>

Office for the Harmonization of Business Laws in Africa (OHADA)

Office of the Premanemt Secretary
P.O. Box 10071
Yaoundé
Cameroon
Tel: (237) 21.67.45
Web Site: <http://www.ohada.com>

Appendix B

West African Development Bank

68, Avenue de la Libération

P.O. Box 1172

Lomé

Togo

Tel: (228) 221.59.06 / 221.42.44 /
221.01.13

Fax: (228) 221.52.67 / 221.72.69

E-mail: boadsiege@boad.org

Web Site: <http://www.boad.org>

West African Economic and Monetary Union (WAEMU)

380, rue Agostino Neto

01 P.O. Box 543

Ouagadougou 01

Burkina Faso

Tel: (226) 31.88.73 to 76

Fax: (226) 31.88.72

Web Site: <http://www.uemoa.int>

West African Regional Stock Exchange (BRVM)

18 Avenue Joseph Anoma

P.O. Box 3802

Abidjan 01

Côte d'Ivoire

Tel: (225) 32.66.85

Fax: (225) 32.66.84

**WAIBL program countries include
Cameroon and Chad, which are members of
certain Central African regional
organizations. Contact information for these
groups is also listed.*

Appendix C

West African Investment Promotion and Privatization Agencies

Benin

Benin Center for Foreign Business

Place des Martyrs
P.O. Box 1254
Cotonou
Benin
Tel: (229) 30.13.20 / 30.13.97
Fax: (229) 30.04.36
E-mail: cbce@bow.intenet.bj
Web Site: <http://planben.intnet.bj>

Burkina Faso

Ministry of Commerce and Investment Promotion/Official Privatization Commission

P.O. Box 6451
Ouagadougou
Burkina Faso
Tel: (226) 38.58.93
Fax: (226) 30.77.41
Web Site: <http://www.primature.gov.bf>

Cameroon

Société Nationale des Investissements/ National Investment Office (SNI)

P.O. Box 423
Yaoundé
Cameroon
Tel: (237) 23.10.59
Fax: (237) 22.39.64
Web Site: <http://www.camnet.com> or
<http://www.minpat.gov.cm>

National Committee for the Rehabilitation of Public Enterprises

P.O. Box 423
Yaoundé
Cameroon
Tel: (237) 23.51.08 / 22.38.16
Fax: (237) 23.51.08

Cape Verde

Cape Verde Center for Tourism, Investment and Export Promotion

P.O. Box 89 C
Praia
Cape Verde
Tel: (238) 62.27.36
Fax: (238) 62.27.37

Cape Verde Privatization Agency

P.O. Box 323
Praia
Cape Verde
Tel: (238) 61.47.48 / 61.23.34
Fax: (238) 61.23.34
Web Site: <http://www.cvprivatization.org>

Chad

Ministry of Finance and Economy

P.O. Box 144
N'Djamena
Chad
Tel: (235) 52.55.53 / 52.46.64
Fax: (235) 62.27.37

Appendix C

Côte d'Ivoire

Côte d'Ivoire Investment Promotion Center (CEPICI)

C.C.I.A. Tower, 5th Floor
P.O. Box 152
Abidjan 01
Côte d'Ivoire
Tel: (225) 20.21.40.70
Fax: (225) 20.21.40.71
E-mail: info@cepici.go.ci
Website: <http://www.cepici.go.ci> or
<http://www.pr.ci>

Ivorian Export Promotion Agency (APEX-CI)

01 P.O. Box 3485
Abidjan 01
Côte d'Ivoire
Tel: (225) 20.21.75.74 / 21.33.51.74
Fax: (225) 20.21.75.76
E-mail: mbengue@apexci.org
Web Site: <http://www.apexci.org>

The Gambia

Gambian Department of State for Finance and Economic Affairs

The Quadrangle
Banjul
The Gambia
Tel: (220) 22.76.36
Fax: (220) 22.79.54

The Gambia Chamber of Commerce and Industry

Buckle Street
P.O. Box 333
Banjul
The Gambia
Tel: (220) 27.042 / 27.765
Fax: (220) 29.671

Ghana

Ghana Investment Promotion Center

P.O. Box M193
Accra
Ghana
Tel: (233 21) 66.51.25
Fax: (223 21) 66.38.01
E-mail: gipc@ghana.com
Web Site: <http://www.gipc.org.gh>

Ghana Divestiture Implementation Committee

P.O. Box C102, Cantonments
Accra
Ghana
Tel: (233 21) 77.20.49 / 77.31.19
Fax: (233 21) 77.31.26
E-mail: dicgh@ncs.com.gh

Guinea

Organization for the Promotion of Public Investments

P.O. Box 2024
Conakry
Guinea
Tel: (224) 41.49.85
Web Site: <http://www.guinee.gov.gn>

Guinea-Bissau

Ministry of Economy and Finance

P.O. Box 67
Bissau
Guinea Bissau
Tel: (245) 20.32.11
Fax: (245) 20.16.26
Web Site: <http://www.bissau.net> or
<http://www.petroguin.com>

Liberia

Ministry of Commerce and Industry

Ashmun Street
P.O. Box 10-9014
1000 Monrovia
Liberia
Tel: (231) 22.62.83
Web Site: <http://www.liberia.net>

Appendix C

Mali

National Investment Promotion Center of Mali (CNPI)

P.O. Box 1980
Bamako
Mali
Tel: (223) 29.22.79 / 29.52.12
Fax: (223) 29.80.85
E-mail: cnpi@spider.toolnet.org
Web Site: <http://www.promali.org>

Mauritania

**Mauritania Investment Promotion Office
Ministry of Economic Affairs and Development**

P.O. Box 238
Nouakchott
Mauritania
Tel: (222) 29.04.35
Fax: (222) 29.04.35
Web Site: <http://www.mauritania.mr>

Niger

Center for Investment Promotion

P.O. Box 12129
Niamey
Niger
Tel: (227) 73.68.36
Fax: (227) 73.67.72
Web Site: <http://www.presidence.ne>

Privatization Program Office

Sonibank Building, 5th floor
Niamey
Niger
Tel: (227) 73.29.10
Fax: (227) 73.29.58

Nigeria

Bureau for Public Enterprises

NDIC Building, First Floor
Central Business District, Garki
Abuja
Nigeria
Tel: (234 9) 523.7400
Fax: (234 9) 523.7396
Web Site: <http://www.bpeng.org>

Nigerian Investment Promotion Commission

Plot 1181, Aguiyi Ironsi Street
Abuja
Nigeria
Tel: (234 9) 413.4380
Fax: (234 9) 413.4112
E-mail: info@nipc-nigeria.org
Web Site: <http://www.nipc-nigeria.org>

Senegal

APIX Senegal (Agency for Promotion of Investments and Public Works)

52-54, Rue Mohamed V
Dakar
Senegal
Tel: (221) 849.05.55
Fax: (221) 823.94.89
E-mail: apix@sentoo.sn
Web Site: <http://www.apix.sn> or
<http://www.gouv.sn>

Sierra Leone

The Sierra Leone Export Development and Investment Corporation

Freetown
Sierra Leone
Tel: (232 22) 22.97.60
Fax: (232 22) 22.90.97
E-mail: sledic@sierratel.sl
Web Site: <http://www.sierra-leone.gov.sl>

Togo

Ministry of Economy and Finance

Lomé
Togo
Tel: (228) 21.35.54
Fax: (228) 21.09.05
E-mail: info@republicoftogo.com
Web Site: <http://www.republicoftogo.com>

National Privatization Bureau

P.O. Box 278
Lomé
Togo
Tel: (228) 21.07.44
Fax: (228) 21.43.05

United States Government Agencies

United States Government: Administration Africa Contacts

National Security Council (The White House)

17th Street and Pennsylvania Avenue
Washington, DC 20594
Tel: (202) 456-9261
Fax: (202) 456-9260

Jendayi Frazer
*Special Assistant to the President
and Senior Director for African Affairs*

U.S. Agency for International Development *See appendix F.*

U.S. Department of Commerce
14th Street and Constitution Avenue, NW
Washington, DC 20230
Tel: (202) 492-5149
Fax: (202) 482-5198
Web Site: <http://www.ita.doc.gov>

Gerald Feldman
Acting Deputy Assistant Secretary for Africa

Douglas Wallace
West Africa Desk Officer

**The U.S. Foreign Commercial Service of the
U.S. Department of Commerce** has offices in
Côte d'Ivoire and Nigeria. See the country
listings in appendix E.

U.S. Department of Agriculture
1400 Independence Avenue
Washington, DC 20250
Tel: (202) 720-9434
Fax: (202) 690-0251
Web Site: <http://www.usda.gov>

Juli Majernik
Marketing Specialist for West Africa

**The Foreign Agriculture Service (FAS) of the
U.S. Department of Agriculture** has offices
in Côte d'Ivoire and Nigeria. See the country
listings in appendix E.

U.S. Small Business Administration (SBA)
409 3rd Street, SW
Suite 8500
Washington, DC 20416
Tel: (202) 205-7268
Fax: (202) 205-7272
Web Site: <http://www.sba.gov>

Tanya Smith
Export Development Specialist for Africa

U.S. State Department
Bureau for African Affairs
2201 C Street, NW
Washington, DC 20520
Tel: (202) 647-2530/ 9856
Web Site: <http://www.state.gov>

Walter H. Kansteiner III
Assistant Secretary of State for African Affairs

Ambassador Robert Perry
*Deputy Assistant Secretary of State for
African Affairs*

U.S. Trade Representative (USTR)
Office of African Affairs
600 17th Street, NW
Washington, DC 20508
Tel: (202) 395-8787
Fax: (202) 395-3911
Web Site: <http://www.ustr.gov> or
<http://www.agoa.gov>

Rosa Whitaker
Assistant U.S. Trade Representative for Africa

Appendix D

United States Government: Export Promotion Programs

U.S. Export-Import Bank (Ex-Im Bank)

811 Vermont Avenue, NW
Washington, DC 20571-0999
Tel: 1 (800) 565-EXIM or (202) 565-3946
Fax: (202) 565-3839
E-mail: ExImAfrica@exim.gov
Web Site: <http://www.exim.gov>

John Richter
Senior Business Development Officer - Africa

Maureen Scurry
Business Development Officer - Africa

U.S. Global Technology Network (GTN)

Africa Coordinator
901 15th Street, NW #350
Washington, DC 20005
Tel: (202) 326-0280 ext. 17
Fax: (202) 326-0289
E-mail: Africa@usgtn.net
Web Site: <http://www.usgtn.net>

Theresa Eno
GTN Africa Trade Analyst

GTN has offices in Côte d'Ivoire, Ghana,
and Senegal

U.S. Overseas Private Investment Corporation (OPIC)

1100 New York Avenue, NW
12th floor
Washington, DC 20527
Tel: (202) 336-8630
Fax: (202) 408-9859
Web Site: <http://www.opic.gov>

Joan Edwards
Director, Investment Services

U.S. Trade and Development Agency (TDA)

Africa Division
1621 North Kent Street, Suite 300
Arlington, VA 22209
Tel: (703) 875-4357
Fax: (703) 875-4009
Web Site: <http://www.tda.gov>

Henry Steingass
Regional Director for Africa

Lance Ludman
Country Manager

U.S. Congress

U.S. House Subcommittee on Africa

705 O'Neill House Office Building
Washington, DC 20515
Tel: (202) 226-7812
Fax: (202) 225-7491
Web Site:
http://www.house.gov/international_relations/af/af.htm

Edward R. Royce (R-CA)
Chair

Donald Payne (D-NJ)
Ranking Member

U.S. Senate Subcommittee on African Affairs

506 Hart Senate Office Building
Washington, DC 20510-4904
Tel: (202) 224-5323
TDD: (202) 224-1280

Russell D. Feingold (D-WI)
Chair

Bill Frist (R-TN)
Ranking Member

U.S. Embassies, Commercial Service, and USDA Offices in West Africa

Benin

Rue Caporal Bernard Anani 01
P.O. Box 2012
Cotonou
Benin
Tel: (229) 30-06-50
Fax: (229) 30-66-82 / 30-14-39
Web Site: <http://usembassy.state.gov/benin>
Commercial Officer: Ms. Elisabeth Brandon,
brandone@state.gov (Until January 2003)

Burkina Faso

602 Avenue Raoul Follerau 01
P.O. Box 35
Ouagadougou 01
Burkina Faso
Tel: (226) 31-26-60 / 31-27-07
Fax: (226) 31-23-68 / 30-77-75
Web Site:
<http://usembassy.state.gov/ouagadougou>
Commercial Assistant: Mr. François Caboré,
caborefh@state.gov

Cameroon

Rue Nachtigal
P.O. Box 817
Yaoundé
Cameroon
Tel: (237) 222-2589
Fax: (237) 223-0753
Web Site: <http://usembassy.state.gov/yaounde>
Commercial Officer: Mr. Harry Sullivan,
SullivanHR@state.gov
Commercial Assistant: Mr. Jean Paul Yana,
YanaJP@state.gov

Cape Verde

Rua Abilio Macedo 81
P.O. Box 201
Praia
Cape Verde
Tel: (238) 615-616
Fax: (238) 611-355
Commercial Assistant: Ms. Veronica
Martins, martinsvc@state.gov

Chad

Avenue Felix Eboue
P.O. Box 413
N'Djamena
Chad
Tel: (235) 51-70-09
Fax: (235) 51-56-54
Web Site:
<http://usembassy.state.gov/ndjamena>
Commercial Officer: Ms. Catherine Sweet,
sweetce@state.gov
Commercial Assistant: Mr. Emmanuel
Mbaroh, mbarohen@state.gov

Côte d'Ivoire

U.S. Embassy
5 Rue Jesse Owens 01
P.O. Box 1712
Abidjan 01
Côte d'Ivoire
Tel: (225) 20-21-09-79
Fax: (225) 20-22-32-59
Web Site: <http://usembassy.state.gov/abidjan>

Appendix E

U.S. Commercial Service

Same address as the embassy
Tel: (225) 22-41-12-50 / 22-41-12-52
Fax: (225) 22-41-12-60
Web Site: <http://www.buyusa.gov/cotedivoire>

Foreign Commercial Service Officer:
Ms. Rebecca Balogh,
Rebecca.Balogh@mail.doc.gov

Senior Commercial Specialist:
Mr. Gerard Amangoua,
Gerard.Amangoua@mail.doc.gov

FCS General E-mail:
Abidjan_Office_Box@mail.doc.gov

Foreign Agriculture Service (FAS)

Same address as the embassy
Tel: (225) 22-41-13-55 / 22-41-13-56
Fax: (225) 22-41-13-59

Agriculture Attaché: Mr. Bruce Zanin,
agabidjan@fas.usda.gov

The Gambia

Fjara Kairaba Avenue
P.O. Box 19
Banjul
The Gambia
Tel: (220) 392-856
Fax: (220) 392-475

Commercial Assistant: Ms. Satou Ceesay,
ceesayim@state.gov

Ghana

African Liberation Square
Accra
Ghana
Tel: (233) 21-235-096
Fax: (233) 21-235-096
Web Site: <http://usembassy.state.gov/ghana>

Commercial Officer: Mr. Michael Owen,
OwenMS2@state.gov (Until Summer 2003)

Commercial Assistants: Mr. Eric Adotey,
comserv@ghana.com

Ms. Esther Addo, comserv@ghana.com

Guinea

Rue KA 038
P.O. Box 603
Conakry
Guinea
Tel: (224) 41-15-20
Fax: (224) 41-15-22
Web Site: <http://www.eti-bull.net/usembassy/>

Commercial Officer: Mr. Kent Healy,
healykc2@state.gov

Commercial Officer: Ms. Michelle
Wollam, Wollam,Wollamme@state.gov

Commercial Assistant: Mr. Abdou Diallo,
dialloar@state.gov

Guinea Bissau

(see Senegal)

Liberia

111 United Nations Drive
Mamba Point
P.O. Box 10-0098
Monrovia 1000
Liberia
Tel: (231) 226-150
Fax: (231) 226-148
Web Site:
<http://usembassy.state.gov/monrovia>

Commercial Assistant: Mr. Jenkins Vangehn,
vangehnjs@state.gov

Mali

Rue Rochester NY and
Rue Mohamed
P.O. Box 34
Bamako
Mali
Tel: (223) 225-470
Fax: (223) 223-712
Web Site: <http://w3.usa.org.ml/index.html>

Commercial Assistant: Mr. Oumar Konipo,
KonipoOM@state.gov

Appendix E

Mauritania

P.O. Box 222
Nouakchott
Mauritania
Tel: (222) 525-26-60 / 525-26-63
Fax: (222) 525-15-92
Commercial Assistant: Mr. El Hadhj Sow

Niger

Rue Des Ambassades
P.O. Box 11201
Niamey
Niger
Tel: (227) 72-26-61
Fax: (227) 73-31-67
Commercial Assistant: Ms. Salimata Ide,
SalimataI@State.Gov

Nigeria

U.S. Embassy
7 Mambilla Street
Off Ago Drive
Maitama District
Abuja
Nigeria
Tel: (234 9) 523-0916 / 5857
Fax: (234 9) 523-0353
Web Site: <http://usembassy.state.gov/nigeria>

Econ/Commercial Officer, Abuja:
Mr. Tim Smith, smithtx2@state.gov

Econ/Political Counselor, Lagos:
Mr. Larry Cohen, CohenLE2@state.gov

U.S. Commercial Service
2 Eleke Crescent
Victoria Island
Lagos
Nigeria
Tel: (234 1) 261-0050 / 261-0078 / 261 - 0139
Fax: (234 1) 261-9856

Foreign Commercial Service Counselor:
Mr. Miguel Pardo de Zela,
Miguel.Pardo.de.Zela@mail.doc.gov

Foreign Commercial Service Officer:

Mr. Dillon Banerjee,
Dillon_Banerjee@mail.doc.gov

Commercial Staff - By Sector:

Mr. Joseph Latunji,
Joseph.Latunji@mail.doc.gov
Construction Equipment, Power
Generation (Energy), Building Materials,
Auto Parts and Accessories, Industrial
Equipment

Mr. Anayo Agu, Anayo.Agu@mail.doc.gov
Telecom, Computers and Peripherals,
Franchising, Printing Equipment

Ms. Patricia Egbuson,
Patricia.Egbuson@mail.doc.gov
Environmental Equipment and
Engineering, Pharmaceuticals, Medical
Equipment and Supplies

Mr. Chamberlain Eke,
Chamberlain.Eke@mail.doc.gov
Financial Services (Banks and Insurance),
Agricultural Equipment and Supplies

Ms. Benedicta Nkwoh,
Benedicta.Nkwoh@mail.doc.gov
Oil and Gas, Women in Business,
Cosmetics

Foreign Agriculture Service (FAS)

Agriculture Affairs Office
2 Eleke Crescent
Victoria Island
Lagos
Nigeria
Tel: (234 1) 261-0050
Fax: (234 1) 261-3926

Agriculture Counselor: Mr. David
Rosenbloom, aglagos@fas.usda.gov

Appendix E

Senegal

Avenue Jean XXIII
P.O. Box 49
Dakar
Senegal
Tel: (221) 823-42-96
Fax: (221) 823-51-63
Web Site: <http://usembassy.state.gov/dakar>
and <http://www.dakarcom.com>

Econ/Commercial Chief: Mr. Tim Forsyth,
ForsythTL@state.gov (Until Summer 2003)

Econ/Commercial Officer: Ms. Stephane B.
Mercier, merciersb@state.gov
(Until Summer 2004)

Commercial Assistant: Ms. Youhanidou Ba
Wane, WaneBaY@state.gov

Commercial Assistant/Clerk: Ms. Medina Sy,
sym@state.gov

Sierra Leone

Walpole and Siaka Stevens Street
Freetown
Sierra Leone
Tel: (232) 22-226-481
Fax: (232) 22-225-471

Togo

Angle Rue Kouenou et Rue 15, Beniglato
P.O. Box 852

Lomé

Togo

Tel: (228) 21-29-91/92

Fax: (228) 221-79-52

Web Site: <http://usembassy.state.gov/togo>

Commercial Officer: Mr. Eugene Arnold,
arnoldej2@state.gov (Until Summer 2003)

Commercial Assistant: Mr. Jean-Pierre
Dessou, dessoujp@state.gov

U.S. Agency for International Development

USAID-Headquarters

1300 Pennsylvania Avenue, NW
Washington DC 20523
Tel: (202) 712-0824
Fax: (202) 216-3268
Web Site: <http://www.usaid.gov>

Andrew S. Natsios

Administrator

Office of the Administrator: (202) 712-4070

Constance B. Newman

Assistant Administrator, Africa Bureau
Bureau for Africa: (202) 712-0500
Office of West African Affairs:
(202) 712-0220

USAID Missions in West Africa

West African Regional Program (WARP)

Immeuble Dotembougou
Rue Raymond Poincarre & Rue 319
Quartier du Fleuve
Bamako
Mali
Tel: (223) 23.68.28
Fax: (223) 22.39.33

Benin

DOS/USAID

2120 Cotonou Place
Washington, DC 20521-2120
Tel: (229) 30.05.00
Fax: (229) 30.12.60
Web Site: <http://www.usaid.gov/bj>

Ghana

DOS/USAID

2020 Accra Place
Washington, DC 20521-2020
Tel: (233) 21.23.19.38
Fax: (233) 21.23.19.37

Guinea

DOS/USAID

2110 Conakry Place
Washington, DC 20521-2110
Tel: (224) 41.21.63
Fax: (224) 41.19.85
Web Site: <http://www.usaid.gov/gn>

Mali

DOS/USAID

2050 Bamako Place
Washington, DC 20521-2050
Tel: (223) 22.36.02
Fax: (223) 22.39.33
Web Site: <http://www.usaid.gov/ml>

Nigeria

DOS/USAID

8320 Abuja Place
Washington, DC 20521-8320
Tel: (234 9) 413.8374
Fax: (234 9) 413.5741

Senegal

DOS/USAID

Dakar Place
Washington, DC 20521-2130
Tel: (221) 823.58.80
Fax: (221) 823.29.65

Appendix G

U.S. Customs and Entry Information

African Growth and Opportunity Act (AGOA)
<http://www.agoa.gov>

Approved in May 2000 the African Growth and Opportunity Act (AGOA) provides preferential access to the U.S. market for designated products from qualified African countries. For a detailed list of country and product designations, review the official AGOA Web site.

Animal and Plant Inspection Service - U.S. Department of Agriculture
<http://www.aphis.usda.gov>

Food and Drug Administration - U.S. Department of Health and Human Services
<http://www.fda.gov>

Food Safety and Inspection Service - U.S. Department of Agriculture
<http://www.fsis.usda.gov>

U.S. Customs Service
<http://www.customs.gov/impoexpo/impoexpo.htm>

U.S. Tariff Data
<http://dataweb.usitc.gov>

Identifying African Partners

Chambers of Commerce and Trade Associations in West Africa

Regional

West African Enterprise Network (WAEN)

SSNIT Tower Block
PMB
Ministries Post Office
Accra
Ghana

Tel: (233 21) 66.07.28 / 66.91.10
Fax: (233 21) 66.07.28 / 66.91.00
E-mail: ababio@ghana.com
Web Site: <http://www.waen.net>

West African Business Women's Network (WABNET)

Amina Hassane Wangari, President
Complexe Technique Wangari
P.O. Box 11231
Niamey, Niger
Tel: (227) 74.29.85
Fax: (227) 74.33.74
E-mail: wangari@intnet.ne

Angela Andrews, Vice-President
West African Tours
P.O. Box 222
Serrekunda
The Gambia
Tel: (220) 49.52.58
Fax: (220) 49.61.18
E-mail: watours@gamtel.gm

Benin

American and Beninese Business Council (ABBC)

03 P.O. Box 2095
Carre 4001
Immeuble Adedjouma, Face Cimetiere
Akpakpa
Cotonou
Benin
Tel: (229) 33.07.85

Fax: (229) 33.12.82

E-mail: yakens@intnet.bj

Chamber of Commerce and Industry

Avenue du General de Gaulle
P.O. Box 31
Cotonou
Benin

Tel: (229) 31.20.81
Fax: (229) 31.32.99
E-mail: ccib@bow.intnet.bj
Web Site:
<http://planben.intnet.bj/pne/ccib.htm>

Burkina Faso

Chamber of Commerce, Industry

180/220, rue 3-119
01 P.O. Box
Ouagadougou 01
Burkina Faso
Tel: (226) 30.61.14 / 15
Fax: (226) 30.61.16
E-mail: ccia-bf@cenatrin.bf
Web Site: <http://www.ccia.bf>

Cameroon

Chamber of Commerce, Industry and Mines

Rue de Chambre de Commerce
P.O. Box. 4011
Douala
Cameroon
Tel: (237) 42.68.55 or 42.22.14
Fax: (237) 42.55.96
E-mail: CRIDE-G77@CAMNET.COM
Web Site:
<http://www.g77tin.org/ccimhp.html>

Appendix H

Cape Verde

Chamber of Commerce, Industry and Services

Libertadores De Africa 15
P.O. Box 105
Praia
Cape Verde
Tel: (238) 61.72.34
Fax: (238) 61.72.35

Chad

Chamber of Commerce

13 Rue Colonel Moll
P.O. Box 458
N'Djamena
Chad
Tel: (235) 51.52.64
Fax: (235) 51.42.52

Côte d'Ivoire

American Chamber of Commerce Côte d'Ivoire

Immeuble Paribas
5th Floor
Abidjan
Côte d'Ivoire
Tel: (225) 22.40.47.00
Web site: <http://www.amcham-africa.org>

Chamber of Commerce and Industry

6, Avenue Joseph Anoma
P.O. Box 1399
Abidjan
Côte d'Ivoire
Tel: (225) 20.33.16.00
Fax: (225) 20.32.39.42

National Federation of Industry and Service Companies Côte d'Ivoire (FNIS-CI)

Immeuble CCIA-13th Floor
01 P.O. Box 1340
Abidjan 01
Côte d'Ivoire
Tel: (225) 20.21.71.42
Fax: (225) 20.21.72.56

The Gambia

Gambia Chamber of Commerce and Industry

10c Nelson Mandela Street
P.O. Box 333
Banjul
The Gambia
Tel: (220) 22.77.65
Fax: (220) 22.96.71
E-mail: gcci@qanet.gm
Web Site: <http://www.gambiachamber.gm/index.html>

Ghana

American Chamber of Commerce Ghana

Hse, # F283/5 Josiah Tongogara Street
Labone
P.O. Box CT 2869,
Cantonments - Accra
Ghana
Tel: (233 21) 76.38.34
Fax: (233 21) 76.38.34
E-mail: amchamgh@ghana.com
Web Site: <http://www.amcham-africa.org>

Ghana National Chamber of Commerce

Amegavie Sal. Doe, Executive Director
65 Kojo Thompson Road
1st Floor, Stanchart Bank Building, Tudu
Accra
Ghana
Tel: (233 21) 66.24.27
Fax: (233 21) 66.22.10
E-mail: gncc@ghana.com

Guinea

Chamber of Commerce, Industry and Agriculture

P.O. Box 545
Conakry
Guinea
Tel: (224) 45.45.16
Fax: (224) 45.45.17

Appendix H

Guinea Bissau

Chamber of Commerce and Industry
P.O. Box 85
1000 Bissau
Guinea-Bissau

Liberia

Chamber of Commerce Liberia
Capitol Hill
P.O. Box 92
Monrovia
Liberia
Tel: (231) 22.37.38 or (231) 22.22.18

Mali

Chamber of Commerce and Industry Mali (CCIM)
Place de La Liberte
P.O. Box
Bamako
Mali
Tel: (233) 22.96.45 or 22.50.36
Fax: (233) 22.21.20
E-mail: ccim@cefib.com

Mauritania

Mauritania Chamber of Commerce and Industry
Avenue de la Republique
P.O. Box 215
Nouakchott
Mauritania
Tel: (222) 525.22.14
Fax: (225) 525.38.95

Niger

Chamber of Commerce and Industry
P.O. Box 209
Niamey
Niger
Tel: (227) 73.22.10
Fax: (227) 73.66.68
E-mail: cham209n@intnet.ne

Nigeria

Manufacturers Association of Nigeria (MAN)
MAN House
77 Obafemi Awolowo Way, Ikeja
P.O. Box 3835
Lagos
Nigeria
Tel: (234 1) 497.4240 / 497.4243
Fax: (234 1) 497.4247
E-mail: man@manassoc.org

Nigerian-American Chamber of Commerce
Marble House
1, Kingsway Road, 8th Floor
P.O. Box 8508
Lagos
Nigeria
Tel: (234 1) 269.2088
Fax: (234 1) 269.3041
E-mail: nacc@alpha.linkserve.com

Nigerian Association of Chambers of Commerce, Industry, Mines and Agriculture (NACCIMA)
15 A, Ikorodu Road, Maryland
P.O. Box 12816
Lagos
Nigeria
Tel: (234 1) 496.4727 / 496.4737
Fax: (234 1) 496.4737
E-mail: naccima@pinet.com.ng

Senegal

Dakar Chamber of Commerce, Industry and Agriculture
Mamadou Lamine Niang, President
1, Place de l'Independance
P.O. Box. 118
Dakar
Senegal
Tel: (221) 823.71.89
Fax: (221) 823.93.63
E-mail: cciad@telecom-plus.sn
Web Site:
<http://www.g77tin.org/cciardhp.html>

Appendix H

Sierra Leone

**The Sierra Leone Chamber of Commerce,
Industry and Agriculture**
Laminah Sankoh Street, Guma Building
Freetown
Sierra Leone
Tel: (232 22) 22.63.05
Fax: (232 22) 22.80.06
E-mail: cocsl@sierratel.sl
Web Site:
[http://www.cocsl.bizhosting.com/SLCOC221
.htm](http://www.cocsl.bizhosting.com/SLCOC221.htm)

Togo

Chamber of Commerce and Industry
P.O. Box 360
Lomé
Togo
Tel: (228) 221.20.65
Fax: (228) 221.47.30
E-mail: ccit@rdd.tg

Identifying American Partners

In addition to the business linkages division of the Corporate Council on Africa (contact cca@africacncl.org), there are a wide range of resources available to assist African companies identify U.S. business partners. These include U.S. government agencies with offices in Africa as well as Internet sites maintained by American trade associations and business groups.

U.S. Government Resources

U.S. Department of Commerce and the Foreign Commercial Service
<http://www.doc.gov>

See appendix E for additional contact information.

U.S. Department of Agriculture (USDA)
<http://www.fas.usda.gov/agexport/exporter.html>

USDA maintains a database of U.S. exporters.

U.S. Department of State and U.S. Embassies in Africa
<http://www.state.gov>

See appendix E for additional contact information.

The U.S. Agency for International Development (USAID)
<http://www.usaid.gov>

See appendix F for additional contact information

U.S. Global Technology Network (USGTN)
<http://www.usgtn.org>

General Resources

Associated Equipment Distributors
<http://www.aednet.org>

BuyUSA.com (Sponsored by the U.S. Department of Commerce)
<http://www.buyusa.com>

National Association of Export Companies
<http://www.nexco.org>

National Council of International Trade Development
<http://www.ncitd.org>

Thomas Register
<http://www.thomasregister.com>

Used Equipment Network
<http://www.buyused.com>

Agriculture Equipment

Farm Equipment Manufacturers Association
<http://www.farmequip.org>

Farm Equipment Wholesalers Association
<http://www.fewa.org>

Commodities and Food

American Frozen Food Institute
<http://www.affi.com>

U.S. Dairy Export Council
<http://www.usdec.org>

National Association of Wheat Growers
<http://www.wheatworld.org>

U.S. Rice Producer Association
<http://www.usriceproducers.com>

U.S. Wheat Associates
<http://www.uswheat.org>

Appendix I

Computers and IT

Association of Service and Computer Dealers International (ASCDI)
<http://www.ascdi.com>

Computer and Communications Industry Association (CCIA)
<http://www.ccianet.org>

Food Processing Equipment

The Baking Industry Suppliers Association
<http://www.bema.org>

Food Processing Machinery and Suppliers Association
<http://www.fpmsa.org>

Healthcare

Association for Healthcare Resource and Materials Management (AHRMM)
<http://www.ahrmm.org>

Heavy Equipment

Used Heavy Equipment
<http://www.used-heavyequipment.com/AgHome.asp>

Machinery and Tools

American Machine Tools Distributors Association
<http://www.amtda.org>

American Supply and Machinery Manufacturers Association
<http://www.taol.com/asmma>

National Tooling and Machinery Association
<http://www.ntma.org>

Material Handling Equipment

Material Handling Industry Association
<http://www.mhia.org>

Packaging

Packaging Machinery Manufacturers Institute
<http://www.packexpo.com>

Telecommunications

Telecommunications Industry Association
<http://www.tiaonline.org>

Textiles

American Textile Machinery Association
<http://www.atmanet.org>

Northern Textile Association
<http://www.textilenta.org>

Tourism

The International Ecotourism Society
<http://www.ecotourism.org/>

Transportation

International Truck Parts Association
<http://www.itpa.com>

National Truck Equipment Association
<http://www.ntea.com>

Used Truck Association
<http://www.uta.org>

Wood

Wood Machinery Manufacturers Association of America
<http://www.wmma.org>

¹ Excerpts from this list were taken from *The Secondary Market Guide* (<http://www.secondarymarket.com>) published by Penton Media, Inc. in 2000.

World Bank and International Finance Corporation (IFC)

Through its SME and microfinance initiatives, the World Bank Group supports a range of programs to promote the growth of small and medium-sized enterprises in Africa. **The African Project Development Facility (APDF)**, the specialized SME support agency of the IFC, has offices in Côte d'Ivoire, Ghana, and Nigeria, as indicated below.

The World Bank - Headquarters

1818 H Street, NW
Washington, DC 20433
Tel: (202) 477-1234
Fax: (202) 477-6391
Web Site: <http://www.worldbank.org>

*World Bank Country Contacts Based in
Washington, D.C.*

Benin, Niger, and Togo

Antoinette Sayeh
Tel: (202) 473-4719
E-mail: asayeh@worldbank.org

Burkina Faso, Mali, and Mauritania

A. David Craig
Tel: (202) 473-2589
E-mail: dcraig@worldbank.org

Cameroon, Chad

Robert Calderisi
Tel: (202) 458-5235
E-mail: rcalderisi@worldbank.org

Cape Verde, The Gambia, Guinea-Bissau, Senegal

*Contact the World Bank Office in Dakar,
Senegal.*

Côte d'Ivoire, Guinea

Peter Ngomba
Tel: (202) 473-4905
E-mail: pngomba@worldbank.org

Ghana, Liberia, Sierra Leone

Theresa Jones
Tel: (202) 473-5309
Email: tjones@worldbank.org

Nigeria

Dirk Reinermann
Tel: (202) 458-1180
E-mail: dreinermann@worldbank.org

World Bank Offices in West Africa

Benin

Sidi M. Boubacar
The World Bank
Zone Residentielle de la Radio
P.O. Box 03-2112
Cotonou
Benin
Tel: (229) 31.21.24 / 31.52.69 / 31.23.08
Fax: (229) 31.27.51 / 31.58.39

Appendix J

Burkina Faso

Jean Mazurelle

The World Bank
Immeuble BICIA
3rd Floor
P.O. Box 622
Ouagadougou
Burkina Faso
Tel: (226) 30.62.37 / 30.62.38 / 30.72.57
Fax: (226) 30.86.49

Cameroon

Madani M. Tall

The World Bank
Street 1792, No. 186
P.O. Box 1128
Yaoundé
Cameroon
Tel: (237) 220.51.48
Fax: (237) 221.07.22

Cape Verde

See Senegal

Chad

Gregor Hans Binkert

The World Bank
Avenue Charles de Gaulle et Avenue du
Commandant Lamy
Quartier Boloro
P.O. Box 146
N'Djamena
Chad
Tel: (235) 52.33.60
Fax: (235) 52.44.84

Côte d'Ivoire

Mamadou Dia

The World Bank
Corner of Booker Washington and Jacques
Aka Streets
Cocody
Abidjan 01
P.O. Box 1850
Côte d'Ivoire
Tel: (225) 22.40.04.00
Fax: (225) 22.40.04.61

The Gambia

See Senegal

Ghana

Peter C. Harrold

World Bank Ghana Office
69, Dr. Isert Road
North Ridge Residential Area
Accra
Ghana
Tel: (233 21) 22.96.81
Fax: (233 21) 22.78.87

Guinea

Jan Aime E. Weetjens

The World Bank
Immeuble de l'Archeveche
Face Baie des Anges
P.O. Box 1420
Conakry
Guinea
Tel: (224) 41.50.59
Fax: (224) 41.50.94

Guinea-Bissau

See Senegal

Liberia

See Ghana

Appendix J

Mali

Grace M. Yabrudy

The World Bank
Immeuble SOGEFIH
Centre Commercial rue 321
Quartier du Fleuve
P.O. Box 1864
Bamako
Mali
Tel: (223) 22.22.83 / 22.32.01
Fax: (223) 22.66.82

Mauritania

Yves Duvivier

The World Bank
Villa No. 30, Lot A
Quartier Socogim
P.O. Box 667
Nouakchott
Mauritania
Tel: (222) 25.10.71
Fax: (222) 25.13.34

Niger

Geoffrey Bergen

The World Bank
42 Rue des Dallols
P.O. Box 12402
Niamey
Niger
Tel: (227) 72.50.09 / 72.21.88 / 73.49.66
Fax: (227) 73.59.29 / 73.56.16

Nigeria

Mark D. Tomlinson

The World Bank
Abuja, Nigeria
Plot 433, Yakubu Gowon Crescent
Opposite Ecowas Secretariat
Asokore District
P.O. Box 2826, Garki
Abuja
Nigeria
Tel: (234 9) 314 5263
Fax: (234 9) 314 5268

Senegal

John McIntire

The World Bank
3, place de l'Indépendance
Immeuble SDIH
5th Floor
P.O. Box 3296
Dakar, Senegal
Tel: (221) 849.50.00 / 50.11
Fax: (221) 849.50.27 / 823. 62.77

Sierra Leone

Richard Lynn Ground

The World Bank
Africanus House
13A Howe Street
Freetown
Sierra Leone
Tel: (232 22) 22.74.88 / 22.75.55 / 22.83.77
Fax: (232 22) 22.85.55

Togo

Elke U. Kreuzweiser

The World Bank
169 Boulevard du Janvier
Immeuble BTCl
8th Floor
P.O. Box 3915
Lomé
Togo
Tel: (228) 21.55.69
Fax: (228) 21.78.56

Appendix J

The IFC offices are decentralized. For additional information, contact the regional offices in Africa.

The International Finance Corporation (IFC) - Headquarters

Sub-Saharan Africa Department
International Finance Corporation
2121 Pennsylvania Avenue, NW
Washington, DC 20433
Tel: (202) 473-0319
Fax: (202) 974-4332
Web Site: <http://www.ifc.org>

Côte d'Ivoire - Regional Office

Benin, Burkina Faso, Cape Verde, Chad,
Côte d'Ivoire, Gambia, Guinea, Guinea
Bissau, Liberia, Mali, Mauritania, Niger,
Senegal, Sierra Leone, Togo

Saran Kebet-Koulibaly
IFC Office-Abidjan (CAFW1)
Corner of Booker Washington and Jacques
Aka Streets
Cocody
01 P.O. Box 1850
Abidjan
Côte d'Ivoire
Tel: (225) 22.44.65.50
Fax: (225) 22.44.44.83

Côte d'Ivoire - APDF

Henri Rabarijohn
The International Finance Corporation/
APDF
Immeuble CCIA, 17th Floor
P.O. Box 8669
Abidjan 01
Côte d'Ivoire
Tel: (225) 21.96.97 / 21.23.03
Fax: (225) 21.61.51

Cameroon

Mohamadou Diop
International Finance Corporation
96 rue Flatters, Suite 305
P.O. Box 4616
Douala
Cameroon
Tel: (237) 42.80.33 / 42.94.51
Fax: (237) 42.80.14

Ghana

Modou B. Njie
International Finance Corporation/APDF
150 A, Roman House
Roman Ridge
Accra
Ghana
Tel: (233 21) 77.81.09 / 77.98.05
Fax: (233 21) 77.62.45

Nigeria

Andrew Alli
International Finance Corporation/APDF
Maersk House
Plot 121 Louis Solomon Close
Off Ahmadu Bello Way
Victoria Island
P.O. Box 127
Lagos
Nigeria
Tel: (234 1) 262.6455
Fax: (234 1) 262.6465 / 66

United Nations Development Program (UNDP)

UNDP has specialized programs designed to provide business support services to African entrepreneurs. Contact the UNDP office nearest you or visit <http://www.undp.org> for additional information.

UNDP Benin

P.O. Box 506
Cotonou 01
Benin
Tel (229) 31.30.45 / 46
Fax (229) 31.57.86
E-mail: udpben@bow.intnet.bj

UNDP Burkina Faso

P.O. Box 575
Ouagadougou
Burkina Faso
Tel: (226) 30.67.62 / 63 / 64
Fax: (226) 31.04.70
E-mail: registry.bf@undp.org
Web Site: <http://www.pnud.bf>

UNDP Cameroon

P.O. Box 836
Yaoundé
Cameroon
Tel: (237) 22.21.82
Fax: (237) 22.21.82

UNDP Cape Verde

Ave. Andrade Corvo
Praia
Cape Verde
Tel: (238) 61.57.40
Fax: (238) 61.43.70
E-mail: fo.cpv@undp.org

UNDP Chad

P.O. Box 906
N'Djamena
Chad
Tel: (235) 51.87.57
Fax: (235) 51.63.30

UNDP Côte d'Ivoire

P.O. Box 1747
Abidjan 01
Côte d'Ivoire
Tel: (225 20) 21.74. 04
Fax: (225 20) 21.13.67
Web Site: <http://inet01.ci.undp.org/pnud>

UNDP The Gambia

United Nations House
5 Kofi Annan Street
P.O. Box 55
Banjul
The Gambia
Tel: (220) 49.47.60
Fax: (220) 49.47.58
E-mail: registry.gm@undp.org
Web Site: <http://www.un.gm>

UNDP Ghana

7 Ring Road East
P.O. Box 1423
Accra
Ghana
Tel: (233 21) 77.38.90
Fax: (233 21) 77.38.99
E-mail: registry.gh@undp.org
Web Site: <http://www.undp-gha.org>

Appendix K

UNDP Guinea

P.O. Box 222
Av. de la République
Conakry
Guinea
Tel: (224) 41.15.58
Fax: (224) 41.24. 85
Web Site: <http://www.snu-gn.org/>

UNDP Guinea-Bissau

CP 179, P.O. Box 1011
Bissau
Guinea-Bissau
Tel: (245) 20.13.68 / 20.10.82
Fax: (245) 20.17.53

UNDP Liberia

United Nations Mission
Monrovia
Liberia
Tel: (231) 22.61.88
Fax: (231)22.61.93

UNDP Mauritania

P.O. Box 620
Nouakchott
Mauritania
Tel: (222) 25.24.09
Fax. (222) 25.26.16
E-mail: registry.mr@undp.org
Web Site: <http://www.undp.mr>

UNDP Mali

P.O. Box 120
Bamako
Mali
Tel: (223) 29.87.78 / 22. 01.81
Fax: (223) 22.62.98

UNDP Niger

Maison de l'Afrique
Niamey
Niger
Tel: (227) 73.47.00
Fax: (227) 72.36.30

UNDP Nigeria

11 Oyinkan Abayomi Drive, Ikoyi
P.O. Box 2075
Marina, Lagos
Nigeria
Tel: (234 1) 269.2141
Fax: (234 1) 269.1746
Web Site: <http://www.undp.org.ng>

UNDP Senegal

P.O. Box 154
19 Rue Parchappe
Dakar
Senegal
Tel: (221) 839.90.50
Fax: (221) 823.55.00
Web Site: <http://www.undp.org.sn>

UNDP Sierra Leone

P.O. Box 1011
Freetown
Sierra Leone
Tel: (232 22) 22.87.20
Fax: (232 22) 27.77.57

UNDP Togo

40, Avenue des Nations Unies
Lomé
Togo
Tel: (228) 21.25.10
Fax: (228) 21.16.41
Web Site: <http://www.pnud.tg>

Business Support Services for American SMEs

There are a range of business support services available to American SMEs through federal and state government agencies.

Federal Government Agencies

The Trade Information Center (TIC) operated by the International Trade Administration of the U.S. Department of Commerce is a one-stop shop for information on all U.S. Federal Government export assistance programs. The Web site contains detailed contact information for export assistance centers and federal trade promotion agencies in each state.

Trade Information Center (TIC)
Tel: 1-800-USA-TRADE
Fax: (202) 482-4473
Web Site: <http://www.trade.gov/td/tic/>

The U.S. Small Business Administration (SBA) offers a variety of business support services from loan programs to assistance writing business plans. SBA maintains offices throughout the United States. A complete list of regional offices can be found on SBA's Web site <http://www.sba.gov>.

Appendix D contains the contact information for SBA headquarters in Washington, D.C.

The U.S. Export Import Bank (Ex-Im Bank) has regional offices in the United States to help U.S. exporter's utilize the products offered by Ex-Im Bank. A complete list of regional offices can be found on Ex-Im Bank's Web site <http://www.exim.gov>.

Appendix D contains the contact information for Ex-Im Bank headquarters in Washington, D.C.

State Government Agencies

Individual states offer specialized programs including trade missions, market research, and export counseling to encourage international trade. Contact your state office for economic development or international trade for additional information.

Appendix M

African-Focused Investment Funds

There are several investment funds active in West Africa. These funds make direct equity and equity-related investments in African companies and play a critical role in providing capital, technical expertise, and management assistance.

AIG Africa Infrastructure Fund

The AIG-Africa Infrastructure Fund, operated by the Washington-based Emerging Markets Partnership, was established in March 2000 to invest in infrastructure and related industries in Africa. The fund will either join with African and international companies to sponsor attractive new businesses, or will invest in established companies to fund growth and new operations. American International Group (AIG) is the principal sponsor of the fund. The fund, which has a ten-year term, currently has approximately \$400 million available for investment. It focuses on countries that are believed to have a positive investment climate for infrastructure.

Emerging Markets Partnership
2001 Pennsylvania Avenue, NW Suite 1100
Washington, DC 20036
Tel: (202) 331-9051
Fax: (202) 331-8255
E-mail: africa@empw.com
Web Site: <http://www.empwdc.com>

The Africa Private Infrastructure Financing Facility (APIFF)

Launched in January 2002, the Africa Private Infrastructure Financing Facility (APIFF) will provide a total of US\$300-350 million in long-term debt finance for private sector infrastructure projects in Sub-Saharan Africa. The UK's Department for International Development (DFID) is providing a donor contribution of US\$100 million. A consortium led by the Standard

Bank Group of South Africa and including the Netherlands Development Finance Company (FMO), Barclays Africa, and Emerging Markets Partnership (EMP) is providing US\$140 million of additional funds. The fund is managed by Emerging Markets Partnership.

The fund has the ability to operate in all Sub-Saharan African countries excluding South Africa and Mauritius, with particular emphasis on the power, telecommunications, transport, water, and sanitation sectors.

Emerging Markets Partnership
2001 Pennsylvania Avenue, NW Suite 1100
Washington, DC 20036
Tel: (202) 331-9051
Fax: (202) 331-8255
E-mail: africa@empw.com
Web Site: <http://www.empwdc.com>

Modern Africa Growth Fund

The Modern Africa Growth Fund is a direct equity investment fund established to invest in all Sub-Saharan African countries, exclusive of Botswana, Namibia, and South Africa. The fund invests in companies with strong growth prospects in Africa's deregulated economies. Investors in the fund include Citigroup, Société Générale, Archer Daniels Midland, Equitable UK, AIG-SunAmerica, and Microsoft. Modern Africa is capitalized at \$105 million, including \$35 million of equity leveraged by \$70 million of debt guaranteed by the Overseas Private Investment Corporation (OPIC). The fund

Appendix M

managers concentrate on transactions that offer profitable co-investment opportunities with experienced management partners.

Modern Africa Growth and Investment Company, LLC
Suite 500, 1100 Connecticut Ave., NW
Washington, DC 20036
Tel: (202) 887-1772
Fax: (202) 887-1788
Web Site: <http://www.modernafrika.com>

African Millennium Fund

In August 2001, the Overseas Private Investment Corporation approved provision of a \$227.5 million loan guaranty to the Africa Millennium Fund, a private equity fund that will enable U.S. and other companies to invest in infrastructure projects in Sub-Saharan Africa. Africa Millennium Managers (AMM), a consortium comprising Savage & Partners, LLC, White Williams Holdings LLC, Cyca Financial Holdings, and Taylor-DeJongh, manages the fund. OPIC tasked AMM to raise \$122.5 million in equity so that the fund can meet a goal of \$350 million. This fund replaces the New Africa Infrastructure Fund, which was approved in 1999 but never consummated. Responding to the continent-wide need for infrastructure development, the fund will target telecommunications, transportation, electricity, water, and sanitation.

Africa Millennium Fund
c/o Savage Holdings/ Alliance Capital
1345 Avenue of the Americas
New York, NY 10105
Tel: (212) 969-1000

Zephyr Capital Alliance Private Equity (CAPE Fund)

The CAPE Fund, managed by Zephyr Management, invests selectively in highly qualified West African companies with a focus on Nigeria. CAPE is a diversified portfolio focused on high potential growth areas, including IT/telecommunications, outsourcing of services, media, healthcare, and manufacturing for export. As of June 2001, the CAPE portfolio consisted of six investments in the telecommunications, publishing, outsourcing services, and Internet sectors.

Zephyr Capital Alliance Private Equity (CAPE) Fund
320 Park Avenue
New York, NY 10022
Tel: (212) 508-9400
Fax: (212) 508-9494
Web Site: <http://www.zmlp.com>

Africa Growth Fund (AFG)

Established in 1989, the Africa Growth Fund (AFG) is managed by Equator Investment Services Limited. The \$25 million OPIC-backed fund primarily invested in mining, manufacturing, and financial services across Sub-Saharan Africa. The fund is fully invested.

Equator Investment Services Limited
Equator House
45 Glastonbury Boulevard
Glastonbury, CT 06033
Tel: 860-633-9999
Fax: 860-633-6710
Web Site: <http://www.hsbcequator.com>

Appendix N

CCA Member Banks Financing Trade with Africa

Allfirst Bank

Allfirst Bank, headquartered in Baltimore, Maryland, offers a range of international banking services to U.S. companies and foreign buyers. Allfirst has 250 branches in the U.S. and, through its ties with its European parent, Allied Irish Banks, plc, has a presence in Europe and the Cayman Islands, as well as relationships with more than 1,800 foreign correspondent banks.

Allfirst finances international trade transactions and has financed WAIBL-related transactions in Ghana and Mali. Allfirst utilizes the programs of the U.S. Export-Import Bank and U.S. Small Business Administration to support U.S. trade with Africa. Allfirst has “Delegated Authority” and “Priority Lender” status with the U.S. Ex-Im Bank and was awarded the “E Award” for Export Excellence by the U.S. Department of Commerce.

Allfirst Bank

Export Finance Division
Mail Code: 101-485
25 South Charles Street
Baltimore, MD 21201
Tel: (410) 244-4035
Fax: (410) 244-4328
E-mail: international@allfirst.com
Web Site: <http://www.allfirst.com>

Citigroup

With offices in over 100 countries, Citigroup offers a full range of banking and financial services products to individual consumers, corporations, governments, financial institutions, and institutional as well as individual investors. Through its presence in the West African sub-region and its global network, Citigroup is able to provide end-to-end trade solutions to its worldwide customer base. In West Africa, Citibank maintains offices in Cameroon, Côte d'Ivoire, Ghana, Nigeria, and Senegal. Through its Non-Presence Country unit, Citibank also serves customers in other West African countries where the Bank has no physical presence.

Citibank's Trade Finance unit recently launched Citibanking for Trade, an electronic banking solution. This product allows companies to manage their trade transactions from their offices and maintain control at every stage of the trade cycle.

Citibank - Senegal

Emile Sagna
2, Place de L'Indépendance
Dakar
Senegal
Tel: (221) 849.11.11

Citibank - Nigeria

Ebi Williams
1 Idowu Taylor Street
Victoria Island
Lagos
Nigeria
Tel: (234 1) 262.2000
Fax: (234 1) 261.8916
Web Site: <http://www.citibank.com>

First International Bank

First International Bank (FIB), a division of UPS Capital Company, provides international financial services to U.S. companies and foreign buyers.

Headquartered in Hartford, Connecticut, FIB's international exposure stretches around the globe with representatives in the Americas, Asia, Africa, Central Europe, and the Middle East. FIB has been active in the WAIBL program financing WAIBL-related transactions in Senegal and Ghana.

FIB is a leading user of the loan guarantee programs of the U.S. Small Business Administration, U.S. Department of Agriculture, and the Export-Import Bank. Since 1998, FIB has been the world's number one user of Ex-Im Bank guarantees and has earned the status of "Super Delegated Authority" with Ex-Im Bank. FIB also received the U.S. Department of Commerce "E Award" in 2000.

First International Bank

280 Trumbull Street
Hartford, CT 06103
Tel: (860) 727-0700
Fax: (860) 525-2083
E-mail: info@firstinterbank.com
Web Site: <http://www.firstinterbank.com>

HSBC Equator Bank

HSBC Equator is a trade finance and correspondent bank dedicated exclusively to Sub-Saharan Africa. HSBC Equator Bank has served businesses, governments and banks in Sub-Saharan Africa since 1975. HSBC Equator is jointly owned by HSBC, among the world's largest financial services institutions, and Nedbank, one of Africa's major commercial banks. The combined capabilities of HSBC Equator and its eminent shareholders represent a unique combination of exclusive African focus and global reach. The offices of HSBC Equator are located in USA (Glastonbury, Connecticut), UK (London), South Africa (Sandton), and in the capital cities of Côte d'Ivoire, Ghana, Angola, Mozambique, and Uganda.

HSBC Equator assists U.S. corporations either by financing their customers in sub-Saharan Africa or, where the support of the U.S. Export-Import Bank cover is involved, by arranging such finance in partnership with Webster Bank (Connecticut). Additionally, HSBC Equator has a commercial solutions division (based in Glastonbury, Connecticut) that partners with African importers needing American procurement expertise and with U.S. suppliers seeking reliable distribution channels in Africa.

HSBC Equator has been active in marketing the WAIBL program in Nigeria.

HSBC Equator (USA) Incorporated

Equator House
45 Glastonbury Boulevard
Glastonbury, CT 06033
USA
Contact: David H. Battle, Assistant Vice President
Tel: (860) 633 9999
Fax: (860) 633 6710
E-mail: david.battle@hsbcequator.com
Web Site: <http://www.hsbcequator.com>

Appendix N

United Bank for Africa

United Bank for Africa (UBA) operates across the spectrum of the corporate, commercial, consumer and financial markets. UBA Plc was incorporated in 1961 and became a private bank in 1994 with the full divestment of the government's shareholdings. Based in Lagos, Nigeria, United Bank for Africa (UBA) has 221 branches in Nigeria and offshore branches in New York and the Grand Cayman Islands. UBA has correspondent banking relationships with Bankers Trust (USA) and Banque Nationale de Paris (UK and France). UBA is one of the three largest banks in Nigeria and the only Nigerian bank with a presence in the U.S.

In August 2000, UBA signed a Master Guarantee Agreement with the U.S. Export-Import Bank. Through this agreement, Ex-Im Bank is able to guarantee the repayment of loans made by UBA to creditworthy

Nigerian buyers that purchase U.S. goods and services.

UBA participated in the WAIBL forum in Nigeria.

United Bank for Africa

Lagos Office
UBA House
16th Floor
57 Marina
Lagos, Nigeria
Tel: (234 1) 264.2221
Web site: <http://www.ubaplc.com>

New York Office
40 East 52nd Street
20th Floor
New York, NY 10022
Tel: (212) 308-7222
Web Site: <http://www.ubaplc.com>

International Shipping, Transportation, and Logistical Resources

Shipping Schedules and Port Information

ComPair Schedules

<http://www.compairschedules.com/compair>

Seaports of the Americas Online

<http://www.seaportsinfo.com>

ShipGuide.com - The Electronic Shipping Guide

<http://www.shipguide.com>

World Ports

<http://www.world-ports.com>

WWS/World Wide Shipping

<http://www.wwship.com>

Logistics Oriented Trade Associations

Airforwarders Association

<http://www.airforwarders.org>

Federation of International Trade Associations

<http://www.fita.org>

National Customs Brokers and Forwarders Association of America Shippers Association

<http://www.ncbfaasa.org>

National Customs Brokers and Freight Forwarders Association

<http://www.ncbfaa.org>

The American Association of Port Authorities

<http://www.aapa-ports.org>

The International Air Cargo Association

<http://www.tiaca.org>

The International Federation of Customs Brokers Associations

<http://www.ifcba.org>

Trade Journals On-line

American Shipper

<http://www.americanshipper.com>

The Journal of Commerce

<http://www.joc.com>

Appendix P

Business Information and Market Research Contacts

Market Information

http://www.state.gov/www/-about_state/business/com_guides

Country Commercial Guides—In-depth country-specific guides prepared by the U.S. Department of State that contain detailed economic and political information.

<http://www.cia.gov/cia/publications/factbook>

CIA World Factbook—Contains general country background information.

<http://www.ita.doc.gov/tic>

The U.S. Trade and Information Center—A U.S. Department of Commerce Web site with comprehensive information on international trade.

<http://www.census.gov>

U.S. Census Bureau—The U.S. Census Bureau compiles data on U.S. imports and exports. This site contains information on U.S. export to and imports from West Africa. The information is country and product-specific.

Business Leads

<http://www.stat-usa.com>

Stat-USA—A subscription based Web site of the U.S. government that contains business leads from commercial officers in Africa as well as market information.

<http://www.buyusa.com>

BuyUSA—An on-line business matchmaking site created by the U.S. Department of Commerce and IBM.

Company Research

<http://www.dnb.com>

Dun and Bradstreet (D&B)—A fee based service that provides detailed profiles of U.S. companies. Contains a searchable on-line database.

Appendix P

<http://www.bbb.org>

U.S. Better Business Bureau—A non-profit organization that monitors consumer complaints filed against U.S. companies. Contains a searchable on-line database.

African News Sites

<http://www.africaonline.com>

AfricaOnline—Useful African business news and information.

<http://www.mbendi.co.za>

Mbendi—Contains African business news and trade leads.









THE CORPORATE COUNCIL ON

AFRICA

1100 17th Street, NW,
Suite 1100
Washington, DC 20036
E-mail: cca@africacncl.org
www.africacncl.org

